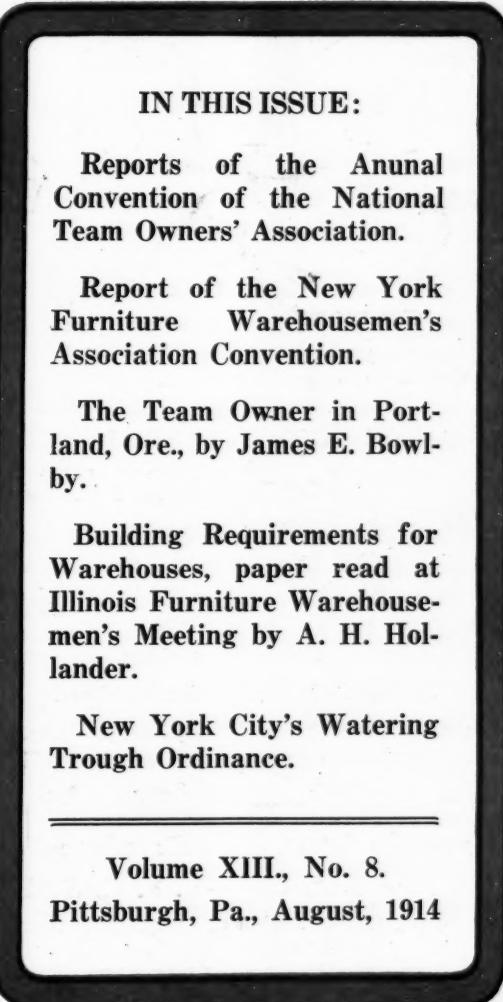


10

K
H

THE TEAM OWNERS' REVIEW

LIBRARY
RECEIVED
AUG 10 1914
U.S.D.



A MONTHLY JOURNAL OF HAULAGE & DELIVERY

THE TEAM OWNERS' REVIEW



Used Exclusively in Large European Cities.

Great Success in North America.



With Tarred Rope in Place.

HALF WORN
With Cement-Like Surface
of Sand and Pebbles Em-
bodied in Rope.

Cat-Foot Twisted
Cold.

Bar Cat-Foot.

CAT-FOOTS are the logical shoes for LARGE TEAMOWNERS

BECAUSE

They save horseflesh, both through prevention of accident by slipping and on account of cushioning effect on horses' feet.

They cost less than Rubber Pads or Combination shoes.

They wear longer than Rubber Pads or Combination shoes.

They are easier to fit than Rubber Pads or Combination shoes, as they are made of the highest grade malleable iron and can be fitted cold without heating.

Our Booklet will give you the latest scientific information on horseshoeing.
Special representative in New York City—L. S. CASWELL, 19 E. 11th St.

HAVE HIM CALL WITH SAMPLES FOR DEMONSTRATION.

The ROWE RING--POINT COMPANY
Hartford, Conn.

THE TEAM OWNERS' REVIEW

OFFICIAL PUBLICATION OF
THE NATIONAL TEAM OWNERS' ASSOCIATION
AND
AMERICAN TRANSFERMEN'S ASSOCIATION.

AT
THE WESTINGHOUSE BUILDING,
Telephone: Bell, Grant 1335.
PITTSBURGH, PA.

W. D. LEET, JR.	GENERAL MANAGER
H. T. LAY	MANAGING EDITOR
W. A. YOUNG	ADVERTISING MANAGER
W. D. QUIMBY	NEW ENGLAND REPRESENTATIVE
79 Portland Street, Boston.	

The Team Owners' Review is published monthly by The Consolidated Publishing Company, Inc., of which W. D. Leet, Jr., is president; H. T. Lay, treasurer, and W. A. Young, secretary.

THE NATIONAL TEAM OWNERS' ASSOCIATION.

Officers:

W. H. FAY, Cleveland, O.	President
D. A. MORR, Kansas City, Mo.	1st Vice President
N. F. RATTY, Chicago, Ill.	2nd Vice President
W. J. McDEVITT, Cincinnati, O.	Treasurer
THEODORE GABRYLEWITZ, Philadelphia, Pa.	Secretary

AMERICAN TRANSFERMEN'S ASSOCIATION.

Officers:

JESSE O. WELLS, Des Moines, Iowa	President
JACK SHARP, Omaha, Neb.	1st Vice President
W. R. SUPPLEE, Columbus, Ohio	2nd Vice President
W. C. WILSON, Atlanta, Georgia	3rd Vice President
E. M. HANSEN, St. Joseph, Mo.	Secretary and Treasurer

SUBSCRIPTION.

In the United States or Dominion of Canada, \$1.00 per year, which is payable in advance.

To Foreign Countries, \$1.50 per year.

If you wish your address changed, be sure to give the old as well as the new address.

ADVERTISING.

Card of rates sent promptly on application.
Orders for new advertising, or changes intended, should reach this office not later than 15th of month previous to date of publication, to insure insertion in the next number.

CONTENTS OF THIS ISSUE:

Modern Standard of Clean Journalism	3
Among the Associations	4
Teaming Items from the Rose City	6
Reports of Convention of National Team Owners' Association	7
To the National Team Owners' Association—A Message from President Fay	17
Building Requirements for Warehouses	20
New York Warehousemen's Convention	24
Letters from Readers	27
Motor Haulage and Delivery	28

THE TABER HORSE GROOMER AND MASSAGE MACHINE

Saves Time

Saves Labor!

SAVES MONEY

and

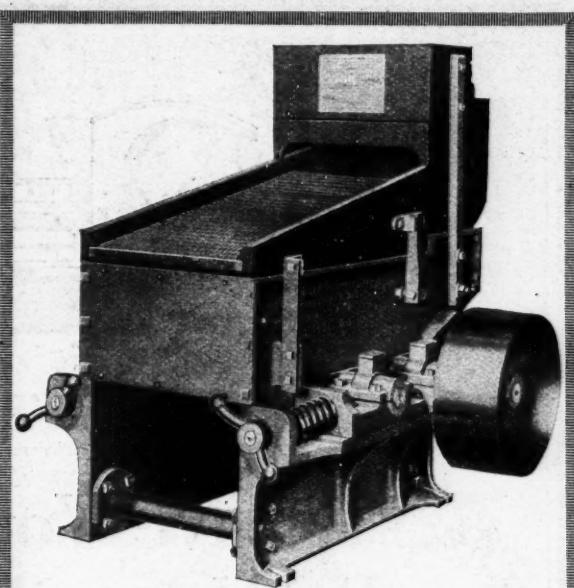
Saves Your Horses.

A RECORD MONTH
47 Groomers Sold in MARCH

Send for our booklet "HORSE SENSE"—it will give you some new points on the economical care of horses.

TABER PUMP COMPANY
BUFFALO, N.Y.

PLEASE MENTION THE TEAM OWNERS' REVIEW, WHEN WRITING TO ADVERTISERS.



Patented June 8, 1909.

PUT IN A Gibson Oat Crusher

This You Do Know

When you feed your horse CRUSHED OATS you know exactly how much nutriment it will get, for it will ALL DIGEST, NOTHING WASTED. The looks and conditions of the animal will show it, and you feed accordingly.

This You Don't Know

When you feed your horse WHOLE OATS, and see whole oats in the manure, you DON'T KNOW how much nutriment it gets, because YOU CAN SEE WASTE WITH YOUR NAKED EYE, and you don't know how much nutriment is wasted if the shuck is not opened before entering the stomach. That is only the whole oat you see with the naked eye.

OUR OFFER

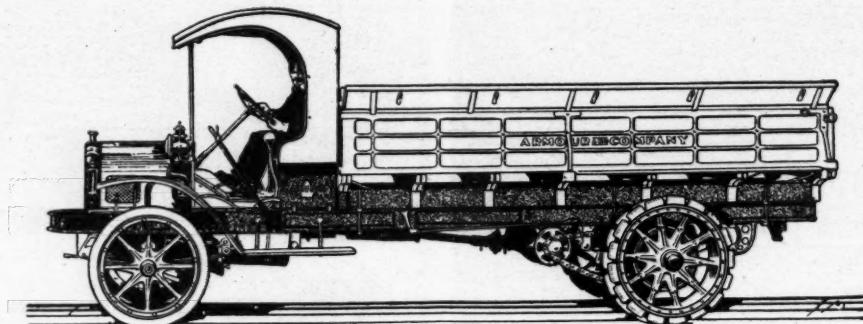
Can you ask for a fairer proposition?
Do you know of any investment that will give better returns?

We will ship you our Crusher on thirty days' trial with a guarantee that it will save you 15 per cent more in feeding, and the horses will be in a better condition every way, or you don't have to pay for it. Ship it back to us at our expense if it does not do all we claim for it.

—WRITE US—

Gibson Oat Crusher Co.

Patentees and Sole Manufacturers
1532 - 1533 McCormick Building
CHICAGO, U. S. A.



One of the 65 White Trucks owned by Armour & Co. and operated by them in 30 different cities.

Save Your Horses By Using White Trucks

THE season is here when sweltering days play havoc with your horses.

It is estimated that during the Summer months last year more than \$300,000 worth of horses died from the heat in New York City alone. The stupendous figures of total loss all over the United States from this cause cannot be estimated nor hardly conceived.

Even more vital is the decreased efficiency of draught animals during the Summer months. Every horse owner knows the extra care which must be taken of animals during the hot months and that overwork must be guarded against.

In those lines of business where hauling requirements are particularly heavy in the Summer months, the motor truck is the only solution. Motor trucks operate in tropic heat with the same efficiency as in the most favorable weather and there is no fatigue-limit to be observed.

Contractors, building material dealers, ice companies, brewers and bottlers, and the like, whose business is heaviest in Summer are finding their transportation problems solved by using White Trucks.

A Cleveland brick manufacturer for instance, recently installed four White Power Dumping Trucks and announced to the trade that since they were no longer dependent upon the limited ability of horse-drawn delivery, they were ready to deliver materials in any quantity as fast as it might be required.

This firm has broken all its previous records for volume of business because its White Trucks with two shifts of drivers are working day and night, providing unparalleled service.

The ability to satisfy the standard of service that is demanded in modern business is the great reason for the motor truck. Aside from all other considerations, the progress of motor transportation must continue, because by no other means can the service demands of today be met.

Tell us your requirements and let us send you our catalogs and information which applies particularly to your problem.


THE WHITE  COMPANY
 CLEVELAND

*Both in Quantity and Value of Production the Largest Manufacturers
of Commercial Motor Vehicles in America*



THE TEAM OWNERS' REVIEW

ENTERED AS SECOND-CLASS MATTER IN THE PITTSBURGH POST OFFICE.

Volume XIII.

PITTSBURGH, PA. AUGUST, 1914.

No. 8.

Modern Standards of Clean Journalism

One of the largest and most successful conventions ever held in America was the annual meeting of the Associated Advertising Clubs of America in Toronto, Ont., on June 21-25. At this convention 5,000 advertising men and representatives of various publications were present. More was accomplished at this convention in the line of actual work of benefit to the publishers and advertisers of North America than at any other convention ever held.

In order that our readers may know and our advertisers may recognize the high principles on which business papers such as THE TEAM OWNERS' REVIEW should be conducted, and the ideals toward which their publishers should and do strive, we reprint below from "The Outlook" of July 11, two standards of principles adopted at this convention, the first being that adopted by the publishers of business papers and the second being that adopted by the general advertisers present.

The publishers' resolution follows:

"The publisher of a business paper should dedicate his best efforts to the cause of Business and Social Service, and to this end should pledge himself:

"To consider, first, the interest of the subscriber.

"To subscribe to and work for truth and honesty in all departments.

"To eliminate, in so far as possible, his personal opinions from his news columns, but to be a leader of thought in his editorial columns, and to make his criticisms constructive.

"To refuse to publish "puffs"—free reading notices or paid "write-ups;" to keep his reading columns independent of advertising considerations; and to measure all news by this standard, "Is it real news?"

"To decline any advertisement which has a tendency to mislead or which does not conform to business integrity.

"To solicit subscriptions and advertising solely upon the merits of the publication.

"To supply advertisers with full information regarding character and extent of circulation, includ-

ing detailed circulation statements subject to proper and authentic verification.

"To co-operate with all organizations and individuals engaged in creative advertising work.

"To avoid unfair competition.

"To determine what is the highest and largest function of the field which he serves, and then to strive in every legitimate way to promote that function."

On the other hand, the general advertisers declared:

"Realizing our obligation and responsibility to the public, to the seller of advertising service, the advertising agent and our own organization, we, as general advertisers, pledge ourselves as follows:

"To consider the interest of the public foremost, and particularly that portion thereof which we serve.

"To claim no more, but, if anything, a little less, in our advertising than we can deliver.

"To refrain from statements in our advertising which, through actual misrepresentation, through ambiguity, or through incompleteness, are likely to be misleading to the public or unjust to competitors.

"To use every possible means, not only in our own individual advertising, but by association and co-operation, to increase the public's confidence in advertised statements.

"To refrain from attacking competitors in our advertising.

"To refrain from imposing on the seller of advertising space unjust, unreasonable, and unnecessarily irksome requirements.

"To furnish to publishers, when requested, technical information which will help them keep reading pages and advertising columns free from misstatements.

"To refrain from and discourage deceptive or coercive methods in securing free advertising and to aid the publisher to keep his columns free.

"To require standards for ourselves equal to those we set for others."

Among the Associations.

Convention Reports Heard at St. Louis.

The St. Louis delegation consisting of a party of nineteen that attended the National Team Owners' Convention at Pittsburgh, Pa., arrived home (somewhat scattered) safe and in good spirits. Some of our party after the Convention visited Washington, some New York, some Atlantic City, several visited the Niagara Falls, and some on their return stopped over at Louisville, Kentucky. I am informed that some of the Gentlemen joined in the singing with a party of Singers that were at the Saenger-Fest, which was held at that city at the time. At our regular meeting July 9 the delegates submitted their Convention reports. After the reports President Edwin Weber arose and thanked the delegates for the thorough reports. The member that accompanied the delegates were called upon for a report.

These gentlemen all stated that they were very highly pleased with the entertainment and the courtesy shown them by the Pittsburgh Team Owners. They also were more than pleased with the arrangement made by the B. & O. S. W. R. R. for the trip to Pittsburgh.

The President after hearing these reports regretted very much that business did not permit him to accompany the delegation to the convention.

The donation to the National Association that our delegates pledged was allowed by a unanimous vote. Treasurer Robt. F. Mitchell was ordered to draw up a voucher at once which was mailed to Theo. Gabrylewitz, Secretary of the National. We are having some unusual hot weather in our city which is very hard on stock many horses have dropped from the extreme heat.

A. J. KUEPFERT, Secretary.

Notes of Chicago Cartage Exchange.

At the regular meeting of the Cartage Exchange of Chicago, held on June 23, 1914, there was a good attendance and many matters of interest were discussed. The members who had attended the convention at Pittsburgh were enthusiastic over the progress made by the National Association, and urged a closer relationship between the local and National associations.

President Howard L. Willett is in Europe. The Taft Bros. Cartage Contractors, and the Short Bros. Teaming Co., consolidated on the 1st of May, doing business as the Taft-Short Contracting Co., and the Merchants Transfer Co., has merged with the J. C. Pennoyer Co., under the firm name of Pennoyer Merchants Transfer Co.

James J. Mackey, one of the old time cartage

men of Chicago, has gone out of business, owing to advanced age and very poor health. V. J. Seng has been in the hospital for about 3 weeks, but is now slowly improving.

A committee of this Exchange is considering some method of dealing with the troublesome "horse sharks" and the various dishonest methods these men employ in disposing of worthless horses, by their mode of advertising injuring the legitimate team owners and making it hard for them to sell their old stock, when found necessary.

JAMES S. BROWN, Secretary.

No Strike in New York.

The driver's strike which the New York City newspapers have been featuring as threatening was only a bluff of the delegates, who as I understand could not get the support of the various unions which they threatened to have called out. The strike has fizzled out and everybody is working under the open shop as formerly.

There will be no meeting of the New York Team Owners' Association until September unless something important enough to warrant it comes up.

Herewith is a copy of the water trough ordinance recently passed by the city council through the efforts of the New York Team Owners' Association and several members of the New York Furniture Warehousemen's Association. George Kindermann of the moving and storage firm of Julius Kindermann & Sons was very active in getting this ordinance passed as he had lost 13 horses by glanders.

C. M. ERTZ, Secretary.

An Ordinance

in relation to the watering of horses on the public streets and thoroughfares of The City of New York.

Be It Ordained by the Board of Aldermen of the City of New York as follows:

Section 1. On and after 30 days from the date this ordinance takes effect, the water in all horse watering troughs in streets and public places in the City of New York must be shut off and the use of such watering troughs, as such, abolished, unless the time be extended by the Board of Health or the method of construction in any instance be modified to conform to its requirements.

Sec. 2. All publicly owned watering troughs and those erected or maintained by the A. S. P. C. A. shall be provided with the necessary piping and fixtures to enable the filling of pails with water therefrom, or otherwise modified in construction so as to meet the requirements of the Board of Health, and the use of water for such watering places shall be supplied by the Department of Water Supply, Gas and Electricity.

Sec. 3. All other horse watering troughs on streets and public places in the City of New York shall likewise be provided within 30 days after this ordinance takes effect, with the piping and fixtures necessary to enable the filling of pails with water, and the use of the water for that purpose shall be paid for in the manner provided in the Code of Ordinances.

Sec. 4. Every commercial vehicle to which a horse is attached must be provided within 30 days after this takes effect, while on the public thoroughfares of the City of New York, with a watering pail, which pail shall be used only for the purpose of watering or feeding the horse or horses attached to the vehicle.

Sec. 5. No person shall draw water from these fixtures for a purpose other than watering horses or other animals, nor shall any person tamper with the said fixtures.

Sec. 6. All horse watering stations in streets and public places in the City of New York to be hereafter constructed or operated shall conform to the provisions of this ordinance and be subject thereto.

Sec. 7. Any person violating any of the provisions of this ordinance shall, upon conviction, be punishable by fine not exceeding \$10, or in default of payment of such fine by an imprisonment of not exceeding 5 days in the city prison.

Sec. 8. Nothing in this ordinance shall prevent the establishment of temporary relief stations in conformity with such requirements, if any, as may be imposed by the Board of Health and with the consent of the Commissioner of Water Supply, Gas and Electricity.

Sec. 9. This ordinance shall take effect immediately.

Adopted by the Board of Aldermen June 23, 1914, a majority of all the members elected voting in favor thereof.

Received from his Honor the Mayor July 7, 1914, without his approval or disapproval thereof; therefore, as provided in section 40 of the Greater New York Charter, the same took effect as if he had approved it.

P. J. SCULLY, Clerk.

Cleveland Cartage Club to Have Picnic.

The Cleveland Cartage Club will hold a picnic on the first Sunday in August at Willow Beach. An invitation is extended to all team owners who would like to be present to attend. We assure them of a good time.

A well attended meeting was held on July 9, when the wheel tax was discussed. Of course every team owner is interested in this, and if they were as much interested in the Association as they are in

questions that touch the pocketbook we would all benefit to a greater extent.

The delegation to the Convention at Pittsburgh agree that they thoroughly enjoyed their stay in the Iron City and appreciate the royal way in which they were entertained by the Pittsburgh local.

We will be glad to have a large delegation from Pittsburgh at our picnic on August 2.

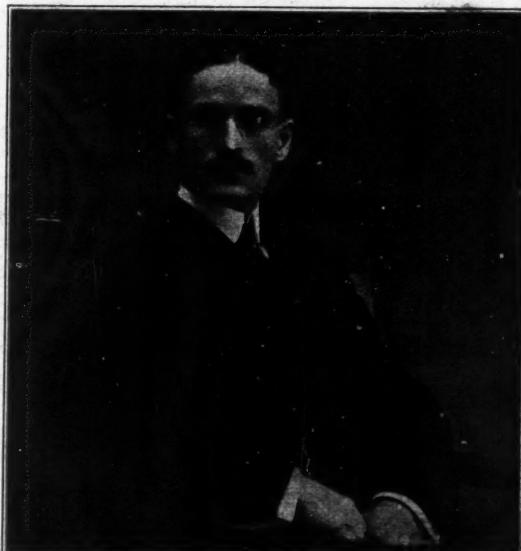
C. F. BECKER, Secretary.

Marquis Davis.

Marquis Davis, a former director of the National Association, and a well known business man and team owner of Buffalo, N. Y., passed away at his home, June 10, at the age of 41 years and five months.

Mr. Davis was manager of the Queen City Van & Trucking Co., and was secretary for the Queen City Team Owners' Association of Buffalo for several terms. It was with the aid of Mr. Davis that the Queen City Team Owners' Association was organized. He worked most strenuously for this association, neglecting his own business that it might be a success.

Mr. Davis was born in Wheeling, W. Va., in 1873. He left school at the age of 14 to work in a glass factory at the death of his father, who was a civil War veteran. He left the glass factory to work in a grocery store and to drive a delivery wagon. He was fond of horses and his delight could not be equaled when he found that he was trusted to drive a horse. He attended night school at this time and had some idea of studying law, but entered an office of the Pere & Marquette Railroad at Martin's Ferry and became assistant to the agent at that station. He left there to enter into partnership in a ware-



Marquis Davis of Buffalo, N. Y.

house in East Liverpool, where he remained for several years and became known as a reliable and trustworthy business man. He disposed of his interest in that plant and went to Buffalo, where he entered into the teaming business with C. H. Thomas, under the name of the Thomas-Davis Co., which afterwards was incorporated under the name of the Queen City Van & Trucking Co. He was vice-president and manager of this firm until his death. His health broke down several years ago and in the winter of 1911, he went to Colorado to rest. He

was there for 6 months and went back to Buffalo feeling much better after his rest, but was home only a short time when his health failed again. In January he was obliged to remain at his home and the last few weeks was confined to his bed. On the night of June 9, he fell into a sound sleep from which he never awoke.

His wife and two sisters survive him. Mr. Davis is sincerely mourned by his friends and especially his employees who always received such generous consideration from him.

FROM ONE.

Teaming Items From the Rose City

Portland Oregon had its annual Rose Festival in June and the show this year was in some respects the best ever held.

The vehicle parade was one of the leading features. Many team owners of Portland covered their horses and wagons with roses.

The rigs that were decorated most lavishly this year were those belonging to the large merchantile houses. The fire department made an elegant display.

The team owner of Portland is a live wire. He isn't having much to say, but he is ready for any kind of a proposition in the teaming line from hauling a case of goods to moving a house. He does his work by modern means, and with up to date methods. He is a good judge of horse flesh and buys first class stock.

He uses rigs adapted to his special line of work. The goose-neck wagon built low, with high sides and permanent top, cuts a large figure. The railroads have low receiving and delivery freight house doors, and the low rigs are just the thing. They are easy to work at the steamship piers. The Portland team owner has no snow to bother him.

The impression prevails that it rains all the time in Portland (the annual rainfall is less than in New York); The team owner knows that during the rainy season he is liable to get a shower any time, hence he uses a wagon with a regular top.

Long ago the railroad and boat lines discovered that their interests were so closely identified with those of the team owner, that it was to their mutual advantage to work together.

The established team owner is recognized as a factor to be considered in planning for quick methods of freight receipt and delivery. A spirit of co-operation and good will is apparent between team owners and transportation company officials from the "high ups all down the line."

Overcharges are quickly adjusted and claims promptly attended to. At the freight houses practically nothing is done between 12 and 1. Freight sheds opened at 7 and close at 5. On Saturdays the closing hours is 3 all the year round. Freight is assembled at the railroad sheds in spaces assigned to the transfer companies that do a large business, and while the steamship lines vary as to details, there is evidence of system and a desire to facilitate business at every pier. Damaged freight is set aside and examined and at some docks a sticker is pasted on outside of the package showing same to have been looked into, and a list of contents enumerated as found, and name of examiner and date shown.

The established business houses and transportation companies are in close relation, and the team owner is not called upon to be banker or financial medium to a large extent.

A systematic arrangement of credits exists between reliable consignees and railroad companies, the several lines concurring in a common plan.

The one dump practice is in vogue here. A driver shows his papers at the receiving shed office and



One of the Floats in the Portland, Ore., Rose Festival Parade

is told where to back in. He gets to the nearest available designated door and his load is received.

The Rose City has a Team Owners Association the president being A. E. Holcomb and H. E. Cowgill Jr., secretary.

THE TEAM OWNERS' REVIEW is a welcome visitor in 20 offices in the city and some of the takers are old subscribers.

Portland is a happy combination of city and country, has green grass all year round, is the largest lumber manufacturing and shipping city in the world, and will vitally benefit by the Panama Canal traffic.

JAMES L. BOWBY.



Another of the prettily decorated floats in the Rose Festival Parade.

Reports of Convention of National Team Owners' Association

Before the Annual Convention of the National Team Owners' Association had been called to order by President Fay in Pittsburgh, Pa., on June 15, President Ashford of the Allegheny County Team Owners' Association, the entertaining body, presented the National Association with a fine ivory gavel making the following presentation address:—

CHAIRMAN ASHFORD: Mr. President, before turning over to you the National Association, I want to say a few words. It was my good fortune last year to be a guest of the National Team Owners' Association when they met in the city of Minneapolis. During my attendance at that convention I learned a whole lot, and I learned that the Team Owners' Association, located in the city of Pittsburgh, was not the only one that had kickers and troublemakers. I noticed also my friend Goldberg, who was presiding at that time, had to fight for order, and called the delegates to order, and he had to do it time after time, and I want to say to you that the two men who made a great deal of trouble for Mr. Goldberg are present at this session. I think, having given Mr. Goldberg a lot of trouble he will try to get square with the presiding officer for what they did to him there at Minneapolis.

Now, this Association, as I understand, did not have a tongue. So, you fellow team owners of this city of Pittsburgh thought it would be a wise and proper thing at this time to present to the National Team Owners' Association the tongue of their convention, which I take great pleasure in doing, Mr. President, on behalf of your fellow team owners of Pittsburgh. (Presenting gavel). Use that on Messrs. McCarthy and Orr, of New York.

PRESIDENT FAY: Mr. Chairman, I want to, on behalf of the National Team Owners' Association,

extend my sincere thanks to you for this gavel. It is a very important thing in conducting a convention of this kind, especially where you have troublemakers.

An important address delivered at the Convention was that of Ward W. Pierson of Philadelphia of the firm of Pierson & Sherz, attorneys for the National Association before the Interstate Commerce Commission in the tailboard delivery fight. Mr. Pierson was accorded the privilege of the floor and was elected an honorary member of the National Association. His remarks were as follows:

One of the things which has especially struck me in the course of the last 8 months during which time I had the pleasure of being associated with many of you, has been the fact that the team owners do not know the power which they have. If you would go back 60 years or more in history, you will find that the men who did all the transportation work in the United States and elsewhere were the team owners, and I would like to say to you gentlemen to-day that there is not any more important factor in transportation than is the team owner. You may smile, but if you go down to our city, the one with which I am most familiar, the city of Philadelphia, you will find there the members of the Association do 80 per cent of all the hauling in the city. What would happen if our teams should be taken off the streets? You know, without my telling you that in 48 hours every terminal in the City of Philadelphia would be so jammed, they could not get a train in. You know without my telling that is practically true in the City of Cincinnati, though to a less degree; and you can walk

THE TEAM OWNERS' REVIEW

through all the cities of the United States where they have team owners' associations, and you will find those things to be absolutely a fact which cannot be controverted in any way. Now, that is the truth and I don't want you to forget that is the truth. I cannot see how you can fail to take to yourselves the important position which you have created in the last 6 or 8 months, and put yourselves out before the community where you belong. In the last 8 months you have been engaged in the so-called tailboard fight, and I want to say without any possibility of contradiction that the tailboard fight has put the National Team Owners' Association of the United States on the map, and it was not until the tailboard fight began that the Association was on the map. You are recognized, and you are heard, and if you go into the freight terminals they say "How do you do?" to you now, and they do what you ask them to. And if this fight were to go no further than it has gone, and they were to close up shop at the present moment, there is not any doubt in my mind but that the results of the efforts which you have been making would be felt for many years to come not only in those cities where we have been making this effort in your behalf, but in other cities of the United States as well. And apropos of that particular thing, Cincinnati will profit, Philadelphia will profit, New York will profit, but that is only a small portion of all the profit which will come to the team owners of the United States, because this fight has been felt in every one of the important centers, and in every one of the stations in the United States. And it has been seen that the result of the fight is that the railroads in the cities where we have been trying the case, I have been told and I understand, are waking up, and that if they did not wake up that the people whom they have been chasing will begin to chase them. You are recognized now, for the first time, and you will be able to go to the railway station and get what you want. I know that is true because I have gone with some of you.

I should fall far short of the privilege which is accorded me in appearing before you, if I did not express myself in a few words of appreciation for the constant fidelity, the constant attention and willingness to lay aside work, money and everything else, that has been accorded to myself and my associates by the officers of the National Association, President Fay and Secretary Gabrylewitz, and that same thing ought to be said about the men in New York, for a week's time almost, at the time of the trial, regardless of the time that they had spent before, came and sat hour after hour and gave us suggestions as we propounded your questions to the men on the other side; there was McCarthy, Orr, Goldberg and many others, who lined up behind the

counsel table, and we were two to the other side's seven, and gave us the dope—to use a homely phrase—as to what to do. And then in Cincinnati there was Reichel and there was Brown, there was Clarke, and Franz and goodness knows how many others, always willing to leave their business. Now, that is an unqualified devotion which we have never had in our experience whenever we tried any case. And in Philadelphia we received the same unqualified devotion the same unflinching courage from Farrell, Sheahan, Gabrylewitz, and a lot more of the men, some of the men who are here, going through the week and a half or 2 weeks. Now, they were not there for their own benefit. The men in Cincinnati were not there because they only expected to profit; the men in New York were not there because they only fought for New York. They were there, because, as members of the National Association, they felt they had a duty to perform not to themselves alone, but that duty was to aid the teaming industry all over the United States.

In conclusion, let me remind you that the biggest problem which the transportation industry of the United States has to-day to face the problem of removing freight from the terminals. And you are, gentlemen, the men who remove the freight from the terminals, the men upon whom the railroads depend, and you are the men with whom the railroads must co-operate, and you are the men without whom the railroads cannot exist. I say that confidently, and with no boastful spirit. I am not technically a team owner myself, but for 8 months I have given absolutely unqualified attention to your case; I have studied the terminals from Dan to Beersheba—to quote from the Scriptures—and I am somewhat familiar with the situation, and in searching those terminals I found the important factor was not only the driver, but the man who stood behind the driver. You stand behind your driver, and you say to your driver. "Go and get the goods so and so, and so and so and, and so."

Without you, gentlemen, the transportation of the United States can't exist.

I want you to take home with you that message.

I am very much obliged to you for the privilege of appearing before you. I am very glad to have had an opportunity to represent you before the Interstate Commerce Commission. I can't prophesy on what is going to happen. Nobody is so big a fool in the world as a prophet; but I am going to say this, I am convinced that whatever the Commission does, or the Interstate Commerce Commission says, you will get tailboard delivery and tailboard receipt; or whether they don't say that, I do know that any question of investigation of delivery, such as this has been, is bound to bring results. I have it upon the word and upon the ex-

press suggestion of one of the Interstate Commerce Commissioners, who has since died, and he was a very, very particular friend of mine, said, "Boys, go into this; it doesn't make any difference what you get; you will get something that is worth while. Investigation is always bound to cure conditions if not entirely, then in part."

VICE-PRESIDENT RATTY: I would like to ask the Speaker, through the Chair, whether the team owner has any standing before the Interstate Commerce Commission.

MR. PIERSON: The best answer I can offer you is this, that the Interstate Commerce Commission has listened to our case in Philadelphia, I think Mr. Gabrylewitz told you in the neighborhood of 2 weeks; in New York for at least several days, and in Cincinnati for 4 days. They have already heard our argument in the Philadelphia case, and we understand that the argument in the New York case is soon to be set. We know that the other side in the New York case put in their briefs one after another, questioning the jurisdiction of the Interstate Commerce Commission. I think the Interstate Commerce Commission has jurisdiction, and so does the other side.

VICE-PRESIDENT RATTY: The reason I asked that was, during our meeting there in Cincinnati, Mr. Pierson, I think he read to me a decision there in the back of the book—I think if you remember it now, it would be a good piece of information to the members to-day, if you could recite it, if you have it with you. The information in the book, you remember, you showed it to me in Cincinnati.

MR. PIERSON: You mean, as to what the law is concerning the delivery?

VICE-PRESIDENT RATTY: It shows the standing between the merchant and the railroad.

MR. PIERSON: I want to say this, that the Supreme Court of the United States, the Supreme Court of the State of Tennessee, of the State of Pennsylvania, of the State of New York, and in many more, have said, one after the other, that it is incumbent upon the carrier to make the goods conveniently and readily accessible in their stations; that the person who goes for those goods shall have ready access to them. The Commission itself has said that transportation is an entirety. They have said that delivery is part of the transportation. They have said that the rate includes the delivery as well as the haulage. Now, then, if the rate includes the delivery as well as the haulage, everything as the Interstate Commerce Commission says—the Commission has jurisdiction over terminals, then I say to you that they have got to take cognizance of your case. Let me read to you the section from the Interstate Commerce Commission act itself, which I think will

answer your question. Speaking of what the act applies: "The term 'transportation'—remember, the Interstate Commerce Commission has been given jurisdiction of transportation by rail—"The term 'transportation' includes all instrumentalities and facilities of shipment or carriage, and all services in connection with the receipt, delivery elevation and transfer in transit, etc., and handling of property transported." Now, that is King's English I do not believe that that in any way can fail to be understood. Is specifically included in the Act of 1910 these words: "handling of property transported." Not property to be transported, but property that had been transported.

DELEGATE SHEAHAN: I have a small paper. You have heard so much of the tailboard proposition that if I had not drawn it up, I would not read it.

TO THE OFFICERS AND MEMBERS OF THE TEAM OWNERS' ASSOCIATION: No doubt but the Association has been put to a great deal of expense by the fight for tailboard delivery. But as one who has taken considerable interest in the fight, I think that we will be more than well paid for the money that we are spending. And am sure when the verdict will be handed down by the Interstate Commerce it will be most gratifying. There is no doubt in the cities where this fight has been waged the team owner in years past has been a tool for the railroad companies in doing as they wanted. Many a time when committees have waited upon the agents of the different railroads, they were almost shown the doors and if not the doors, their complaints received very little consideration.

Since the complaint was first started before the State Railroad Commission of Pennsylvania, committees are received very different, their demands of complaints are generally complied with.

Since the case has gone before the Interstate Commerce Commission, the railroads are keeping their depots in better condition, this in a way may be accounted for by the falling off in business.

But at that, there were other years when business was bad, and the conditions at the depots were intolerable. I am sure that we have benefited to a great extent in the fight we are making for tailboard delivery.

During the trials of the different cases in Philadelphia, New York and Cincinnati, it has been shown the team owners have been doing the work of the railroad employees, and if the railroads are forced to make tailboard delivery they will employ competent men and keep the goods where they can be found in a very few minutes, not the haphazard way that they have been doing in the past, which resembled a dump system of throwing the goods in a pile, and let the driver look for them.

Team owners in cities where they receive tail-

board delivery have no idea what we have been putting up with, and I might refer to the remarks of our worthy President, Mr. Fay, when he was in Philadelphia, when he said, "He could not understand how a team owner could make a living under such conditions."

We are looking forward to a favorable verdict

from the Interstate Commerce Commission. The thanks and appreciation of the team owners in Philadelphia, will be extended to the National Team Owners' Association, for the part they have taken in this worthy cause.

JOHN SHEAHAN.

A Local's Claim Committee Does Good Work

A. J. Kuepfert, secretary of the St. Louis Team Owners' Association and a delegate from that body to the National Convention, read a short paper showing the advantages gained by the St. Louis local through having a Claim Committee to negotiate claims of its members with the street railroad company. Although the subject matter of Mr. Kuepfert's paper was treated in a letter from him, published in a recent issue of the Team Owners' Review, his paper is reproduced below as several points brought out in the discussion which followed it are of value and it best introduces them:

Having the honor of representing the St. Louis Team Owners Association, Local No. 3, of the National body, I herewith submit, for the benefit of the other Locals affiliated with the National Team Owners' Association, that our St. Louis Association has two years ago installed a Claim Committee appointed by our President which consists of three members are advised to notify this Committee of any accident they may have, either with the railroads or street cars. After this Committee was appointed, arrangements to meet with the President and General Manager of the United Railways Company were made. The object of our Claim Committee was explained to Mr. Robt. McCulloch, President and General Manager of the Street Car Company. The Committee touched upon the numerous accidents between the cars and wagons, after explaining how his company was imposed upon, by overcharged damages, in wagon repairs, and in some cases where a horse is crippled or killed, the company has at times paid double the valuation of the horse, and where cases have been taken to the courts neither party whether the case was won or lost, was the gainer. Mr. McCulloch commended the Team Owners' Association and heartily favored the step taken, and claimed that this Committee is not only a benefit to the members of the Association, but his company likewise. He promised that all cases that may arise hereafter, to any of our members will be looked after by Mr. E. P. Walsh, Assistant Claim Agent of his company, who can

make the arrangements to meet with the Committee. Since this Committee has had full power to adjust cases some eighteen different cases have been settled with our Street Car Company satisfactory to both parties without court proceedings.

I want to illustrate a case that was put up to this Committee by one of our members that had an accident, and was under the impression that he had a clear case against the company, according to his driver's statement. When this case was taken up between our Committee and the Claim Agent of the company our Committee had the driver's evidence only. The Claim Agent submitted his evidence from several witnesses, and after weighing the evidence of both sides, and not coming to any conclusion, the driver was called upon, and after answering several questions, put to him by our Chairman of the Committee, by his own evidence he admitted that he was partly at fault.

The repair bill amounted to \$37.50 and our Committee compromised with the Claim Agent for \$20.00 which was accepted by the member, stating that this particular driver is not only the most careful, but the most reliable man in his employ, but misinformed him of the accident. This case will prove what a great benefit a Committee of this kind can accomplish for its members. If this case had been taken to court, you can readily see that our member would have lost on his driver's own evidence, simply because too much confidence was placed in him.

During the early part of the year of 1913, one of our members had one of his horses so badly crippled by the Terminal Railroad Association's Engine, in a collision, that the horse was ordered to be killed by an officer of the Humane Society. The horse being a seven and one-half year old, was valued at \$250 by the owner. Our Claim Committee took up this case with the Railroad's Claim Agent, bill of sale for \$225 when horse was purchased two and one-half years previous, was presented to the Claim Agent, and after explaining that horse was more valuable at the time of the accident than at the time

horse was purchased, a settlement of the full amount of \$250 was allowed our brother member.

On April 3, 1914, this same member had another accident similar to the one above mentioned with the Wabash Railroad Company. The horse was ordered killed, by the same Society. This horse was an eight-year old and was purchased three years previous for the sum of \$220. At a meeting with the railroad officials, our Committee was offered \$180 for a settlement, which offer was rejected. Finally \$200 was offered, which amount was rejected by the owner. Another meeting was arranged, after ten or twelve days had expired, and at this meeting the Claim Agent of the Wabash allowed the full amount of \$225, amount asked for by the owner, and submitted to the Railroad Company by the Team Owners' Claim Committee.

A. J. KUEPFERT, Secretary.

DELEGATE ASHFORD: That paper is a very good one, and strikes home. Some of the gentlemen who were at Minneapolis last year made a statement with regard to the trouble we had in the Commonwealth of Pennsylvania with the street railway companies who have overhead wires. The street railway companies seemed to have our Senate and State Legislature by the throat. In the State of Pennsylvania to-day, if the overhead wires charged with electricity, whether electric wire or trolley wire, should break and fall down on human beings, and kill them, there was no one liable but the one who was hit. If they kill a team of horses no one is liable but the owner of the team. That has been tested in our courts in this Commonwealth. We had the case of the Patterson Coal Supply Co., vs the Pittsburgh Railway Co. The lower court gave a decision for the railway company, which was upheld by the Superior Court, that is, the Superior Court handed down a decision affirming the lower court's decision.

Now, I think that it is high time for the team owners of Pennsylvania, especially, to amend their statutes in some ways from the present law that the overhead wire owners are not liable for damages; it is not fair to the team owners, not fair to human beings, who walk under the wires daily. I want to say in January, 1910, I had a \$750 team of horses killed one morning. I waited a certain length of time for a settlement, and I told them in a day or two I would take that case to my attorney. I laid my phase of the case before him, and he said, "No good spending any money. There is only one way you have a chance to collect, and that is by proving gross negligence on the part of the owner of that wire, and that would be impossible." I then let the case drop. Our Legislature is about to convene, and if the team owners entered a suit and had the

matter before the Legislature and had an act passed making those liable where the liability is for damages, we would be doing something along the right road.

I want to cite something right here, so that you can see the injustice of it in Pennsylvania. We had a firm in the piano business who have a building here three or four stories high. They let a contract to the American Window Cleaning Co., to keep the windows clean. One morning, while an employee of the American Window Cleaning Co., was cleaning the windows on the third floor, he fell out. The man who fell out was not hurt, but he fell on another man, and the man who was hurt entered suit against the owner of the piano business. The lower court awarded him, because he was a cripple and was hurt by the falling employee of the American Window Cleaning Co., a verdict of \$15,000. The owner appealed to the higher court; the higher court affirmed the lower court, and the owner was compelled to pay \$15,000 for the employee of the American Cleaning Co., falling out of his building.

Now, that is one of the arguments I have before the committee in Harrisburg. All we asked was to apply to the owners of wires the same rule and put them on the same level with us. If we are responsible for our teams from the time they leave the barns until they return, and they do any damage, we have got to pay the bill. I think that ought to be embodied, and this Association take some action. I think when the members go back to their cities, they ought to see whether such conditions exist the same in their cities.

DELEGATE WALTON, of St. Louis: I want to mention the paper Mr. Kuepfert has just read. I take it the paper was for educational purpose more than anything else. It was a fine piece of work, and Mr. Kuepfert has indicated in it the work as it has been done by the St. Louis team owners, and he has read that paper here for the purpose of educating the different locals who are represented here, and I hope they may go back home and make an effort to do something on those lines. In the first place, it will teach you to keep your members together; they don't withdraw from the Association as long as they have regulations like that one, the one we have with the United Railways Co., because every member that is damaged in a collision with the street car company, has a chance to get pretty near every cent of damage that he has had. If a lawyer—you can get a lawyer for about \$15 to \$25, sometimes half of the bill, and where you have employed a lawyer, they raise the damage twice what it really is. I have known cases of that kind where there has been only \$35 spent on the wagon, and I

have known through the lawyer and through the attorney, it was raised up to \$75, and he got the money, because the company was at fault, and the

company saw fit to settle the case without going to court. But it may be the team owner only got about \$35 to \$40 out of it; and it has a tendency to bring the members into the Association.

New York City's Terminal Problem

Joseph Orr of New York City, President of the New York Team Owners' Association and a delegate to the National Convention, read a paper on the tailboard delivery case in New York City which he had previously read before the Motor Truck Club of America in New York. Mr. Orr's paper presents a very good summary of conditions in New York City. It is reproduced below:

On Monday, April 6th, in the United States Custom House in New York City, the New York Team Owners' Association opened its case for better terminal facilities at the various freight terminals in New York. The team owners opened their case by calling several of the freight agents from the different piers and terminals to testify as to the conditions existing at their freight stations.

Package freight moves through the New York terminals in quantity and variety greater than through any other terminals in the United States. This bears a direct relation to the population which aggregates more than five million and to the extensive manufacturing and other industries which are only to be found in the first city of America. The physical handling of this freight presents a task so stupendous, that but for the doing of it, men would say it were impossible. To cope with this situation, the freight terminals must be spread over a wide area, or else these terminals must be conducted with an efficiency of the highest order. Although the operating area of these New York City terminals can be increased somewhat without even double-decking them, these terminals are quite inelastic so far as area is concerned, therefore that elasticity which is as necessary in operating a terminal as it is in operating any other business is to be had only through efficient operation.

Under the circumstances in the New York City terminals, efficiency in operation of the highest order must be had. Anything less must shortly prove intolerable and commerce seek routes less choked by which it can move in fluid state and not in compressed masses. The geographical construction of New York City has had an important bearing upon the development of some of the terminals. One of the railroads brings freight directly into New York City. At the present, however,

the greater part of the freight transported by railroad destined to New York City finds its land terminus at Jersey City and Hoboken. There are certain facts which are unassailable; first, the movement of package freight into and out of New York terminals is enormous; second, the movement of package freight into and out of New York terminals is complex; third, the movement of package freight into and out of New York terminals is conducted in a limited area; fourth, double the speed of a fluid passing through a tube of a given cross-section, and you double the volume which flows. Commerce is more or less fluid, depending in no small degree upon the extent to which its movement is fluid or compressed. It follows as by demonstration that in the movement of package freight through New York terminals, the pre-eminent factor is celerity.

As its movement is intelligently directed and aided, the fluidity of commerce is increased; as its movement is unintelligently circumscribed and impaired, the rigidity of commerce is increased. Anything which makes commerce more rigid, reduces the volume of freight moved in a given time. Any methods which permit celerity of movement and increase the volume of freight moved in a given time, should immediately be installed. To discover a method and to put into operation a plan whereby the business of the freight terminal can be speeded up, and thereby the volume of freight increased, is to discover a solution of the terminal problem. Such a solution must bear a direct relation to transportation as a whole, and this is true, because the efficiency of line transportation in a great measure is limited by the adequacy of terminal facilities and the speed with which they can be operated. No railroad can be more efficient than its terminal facilities permit it to be. A search through published articles of great railway engineers discloses with zeal and courage they have conducted and solved the problem of the line haul. By their skill, the speed of line haulage has been increased many fold, and this is recorded as good railroad economics, but we look in vain for the application of the engineers skill to an improvement of freight terminals. It is true that valuable suggestions have been made at infrequent intervals, and that these suggestions

have almost invariably found their way into the scrap heap untried.

With a few exceptions freight terminals in New York City and their managements remain substantially the same as they were twenty-five years ago. With an eye to the speeding up of line haulage conditions, transportation experts have made the line itself the acme of perfection. They have left the freight terminal, with its gross imperfections, severely alone. There it stands, no matter of how recent construction, a monument of the days of manual labor, equipped with meagre appliances of a generation ago, methods unchanged, charged with the titanic labors that accompany the building up of a metropolis.

The terminal is a dumping place. To reform a dumping place is not a heroic thing to do. There is poetry in speeding up the movement of an humble package from a corner of a pier or a freight house to the teamster's wagon. Nevertheless some means must be found for speeding up the movement of freight through the terminals—some solution of the terminal problem. Unless this is done, rapidity of line haul is wasted effort and the additional cost so caused an improper operating charge. With the increase in size of stations and quantity of freight moved, the amount of terminal work done by carriers has remained relatively stationary so far as the team owner is concerned; at the same time the amount of terminal work required to be done by the team owner has inordinately increased. Therefore the impetus for the team owner to find a remedy has been stronger than that of the carrier. The solution proposed by the team owner is that the carriers shall make inbound goods conveniently and readily accessible, thereby promptly permitting the team owners so to back up their wagons as to bring the tailboard to the place where the goods are, or else that the carriers shall bring goods to the tailboard of the teamsters' wagons. So also on outbound freight. The carriers to promptly receive merchandise when unloaded by the teamsters at the tailboard of wagons, without requiring the team owner to move merchandise of other merchants, or to peddle their loads from door to door.

In proposing the solution of the terminal problem—a plan to speed up the moving of merchandise through the terminals—the team owners are not moved by a spirit of altruism. While we believed that the end we sought would rebound to the benefit of others than ourselves, our petition before the Interstate Commerce Commission was moved by self-interest alone. We were not mere fault-finders, with destructive purposes, asking damages; we were, on the contrary, earnest critics,

pointing out the weak places in the transportation entity, offering a plan to eliminate obsolete methods which make for an extravagant delay and asking that the Commission should put into force the plan proposed by us, or some other plan equally efficacious. Almost any change would insure improvement. Conditions which now obtain at stations and piers are as ill as they can well be. The cost of installing the plan proposed by us, measured in terms of the enormous quantity of freight handled, is so small as to be negligible.

The allegations of fact of the team owners before the Commission may be summarized in a single sentence: The railroads and steamship companies do not perform their full duty as common carriers of freight for hire, or the full service for which they exact and receive from shippers and consignees compensation in that they do not make a proper and complete delivery of merchandise moved interstate at their respective terminals, and by the maintenance of obsolete methods of handling merchandise, there is unnecessary congestion, unreasonable delay in obtaining of merchandise, both of which tend to put an unnecessary expense upon the team owner.

We contend to-day and have contended for sometime that the carriers do not make legal delivery of merchandise, that they merely unship, i. e., that they only unload the merchandise from their cars on the station platforms and piers. We maintain that we are not bound by the laws of this country to go into piles of freight and discover packages. We maintain that the carrier must lay freight in such a way that we can get at it. We believe that the only way that the carrier can lay out freight so that we can get at it and so that they can make legal delivery is by laying it where we can put the tailboard of the wagons to the freight, or so that they can bring the freight to the tailboard of the wagons.

Rather a stronger coincidence occurred at the hearing. We subpoenaed almost every freight agent in New York City, and our Attorney asked each one in turn if he could suggest any plan for the improvement of conditions at his station and each one answered in the negative. We do not contend that tailboard delivery is the only and ultimate solution of the problem of terminal freight congestion, but in view of the fact that the railroads can offer no better solution, and also that freight is moving more freely at those terminals which have adopted the tailboard delivery and receipt, we feel that all of the carriers should institute this reform. We do not think it would be fair to have the carriers truck freight a thousand feet to the tailboard of a wagon, but we do think it fair that they should

bring the freight to our teams, or else get the freight. It was brought out in the testimony that the amount of time wasted through inefficient facilities per day per truck is two hours, and that the cost of maintenance of the truck was about a dollar per hour, and that the profit should be approximately about fifty per cent. It can therefore be readily seen that the amount of money lost through wasted time is about three dollars per day per truck. There is no excuse for failure on the part of the carrier to bring efficient methods to bear upon the handling of merchandise. Congestion is due in part to the volume of freight moved, but much more is it due to internal confusion, resulting from inadequate facilities and lack of system which

cause wanton waste of time within and without the station.

Railroad freight terminal means provision for proper contact between shipper and carrier, and between carrier and consignee. The duty of a railroad to provide a proper freight terminal and terminal facilities is a public one. Where the carrier cannot get more terminal space, there the carrier must improve its terminal methods.

Freight terminals are equipped in some cities with telpherage systems, moving tracks, electric trucks and many other mechanical appliances for the quick handling of freight. Other cities afford truckmen tailboard delivery. Why should not the terminals in the greatest city of America have equal facilities?

Address of Former President McCarthy

Among the most important papers read at the annual Convention of the National Team Owners' Association was that of Ex-President T. F. McCarthy of New York City. Mr. McCarthy's paper is a general summary of conditions in the teaming business and is most thorough and comprehensive. It follows in full:

"Again we find ourselves assembled in convention to exchange greetings, to renew friendships that become more sacred as the years increase, and to speak of those who have passed on and out from our Association and left with us memories which we lovingly cherish. Again as comrades in the world of industry we assemble to devote a few hours to consider ways and means of solving some of the perplexities with which we are confronted, and making easier and more profitable the performance of our several duties.

"I am speaking to men, some of whom have grown gray in the service, and others whose business activities are measured by a few years; but all have been engaged in business long enough to appreciate the radical changes that have taken place, not only in the trucking business, but in all departments of industry, during the past few years. These changes are indicated by the activity of the Government, in extending its functions of control and supervision into departments of business unheard and unthought of 25 years ago. Employees, who were wont to discuss conditions of employment with their employers, now discuss them through a representative of their union, which limits hours of employment, fixes wages, and determines generally the conditions under which its members shall work. Commissions appointed by the Government,

fix rates of transportation, not only for railroads, but for truckmen, who transfer merchandise from one common carrier to another. State statutes define in detail compensation to workmen for disability due to accidents sustained in the course of employment, irrespective of the workmen's negligence, or the hazard of the industry in which they are employed. These new conditions place new responsibilities upon business men and increase the expense of conducting business. Each group of business men recognize generally that these changes have imposed burdens upon all departments of industry, but few co-operate to make such burdens easier to bear by those outside of their particular group. As members of this Association, it is our duty to assist our fellow-members to secure everything they are legitimately entitled to receive from their business and to do also what we consistently can to aid others with whom we come in contact, to secure fair returns from their business. If business men acted more in this spirit of co-operation we should hear less of hard times discontent and unfair and selfish business methods.

"The phrase, "high cost of living," has been so incorporated into our everyday conversation that we often accept it as true, while as a matter of fact actual cost of many essentials of life has changed but little. To live has always been expensive and probably always will be. The transposition of the words of this phrase by a famous railroad president into the expression "the cost of high living," while intended to be facetious, expresses a large economic fact of our present-day social conditions. It is undoubtedly true that the cost of producing many articles of commerce has increased,

likewise the cost of performing service, in which we are engaged, has also increased. Charges for such service have increased, but whether they have increased in the proportion they should, is the subject I shall discuss during the few minutes assigned to me. I shall not submit to you detailed and confusing statistics, but confine my remarks to a few obvious facts, which have added to the cost of conducting our business.

"A greater proportion of the income derived from the trucking business is paid to workingmen than is expended for any other item of expense. I am conservative in the statement, that, during the past 15 years, wages have increased not less than 40 per cent. in the larger cities. As fairminded men, we believe that this increase is due the workmen in our employment. It should have been accomplished by a corresponding increase in attention to duty and efficiency, but, I regret to say, that as wages have increased our workmen have failed to give us the service we are justified in expecting from them. Indolence in the care of teams, carelessness in handling merchandise, laziness in the performance of their work, and, lamentable to state, more or less dishonesty characterize them as a class in the large cities. Wages have increased in amounts, and more workmen are required to perform duties that were cheerfully performed a few years ago by a less number. The driver, until recently, groomed and fed the horses he drove and had a personal pride in their appearance. To-day extra stablemen are employed to care for the horses. The driver upon his arrival at the stable insists that the team shall be ready for him to drive off. He considers his work finished, at the close of the day, when he has driven the team to the stable and left it in charge of the stableman. Here is a new burden of expense placed upon the trucking business. Still another wage expense is added by reason of the frequent thefts of merchandise from trucks. In the cities it is necessary in many cases to employ a boy to look after the truck, while the driver is in buildings or stations, delivering or receiving shipments. In New York City truckmen have been subjected to so much loss by thefts from trucks that all who can afford it, carry insurance to protect themselves against losses of this character. The amount of the premium charge for theft insurance has increased rapidly until it has become almost prohibitive on account of its cost. The truckman, however, who does not carry this insurance, conducts his business with the hazard of a loss that, may put him out of business.

"Several States have enacted laws which require employers to compensate their workmen for disability, arising from accidents occurring in the workman's negligence, or that of his fellow-truckmen,

or of the hazard normally incident to his employment. These statutes define in minute particulars the amount of compensation to be paid for the several kinds of injury the human body is subject to, and penalize the employer, unless he secures insurance sufficient to pay the amount of compensation. Premium charges for employers' liability insurance under these laws have increased by leaps and bounds. In New York, for instance, it is predicted that under the new Workmen's Compensation Law premium rates will increase 200 per cent.

"It does not require arguments and statistics to prove, that as cities increase in population and become more congested, rents increase in a corresponding ratio. In New York City, with which I am familiar, rents for stables have steadily risen. We are continually confronted with the questions. Shall we move to stables outside the city or less congested districts? The answer to this question involves the time consumed by teams going to and from the stables, and little, if any, relief can be attained by such action.

"In discussing the question of expense we cannot overlook the facts that within the past 10 or 15 years, the prices of vehicles have increased not less than 25 per cent. and of horses fully 75 per cent. The truckman, if he has any doubt as to whether the cost of repairs has increased, let him compare the bills of 15 years ago with those he received this year, and that doubt will be removed. He will be convinced that this one item of expense is greater to-day by at least 30 per cent.

"I have spoken of factors of increase in the cost of business, which are obvious, and which can be reduced to dollars and cents. There are other factors, which, though not reducible to figures, yet enter into the cost of operating a trucking plant as definitely as any other item of expense. One is the loss arising out of the idleness of teams during working hours. It should be the principal duty of the truckman to see to it, that the team and driver are improving every minute to produce revenue. A team and driver idle on the street, represents so much invested capital, without producing returns. In many of the large cities, and particularly New York, this has always been a feature of the business, which represents a large loss. The time lost waiting to deliver and receive shipments at stations has been a factor of loss in the business against which truckmen have tried to guard with little success. The high buildings, erected in large cities, have substantially increased this factor of loss by making it necessary for teams and drivers to wait until shipments are sent down from upper floors to the sidewalk. Just how much time is lost in this one condition of modern industry, few fully realize, until they have made some attempt to investigate.

"If my statements of the increase in the cost of doing business be true, and, I am confident, that you admit they are, the logical question follows: Have our charges for service increased in the same ratio? I think I can hear a big "no" from the lips of every truckman here. If they have not increased, let us ask ourselves the reasons why and consider how they may be increased to a figure, consistent with the changed conditions in which we find ourselves to-day.

"I believe a statement that the cost of conducting the trucking business has increased 60 per cent. during the past 15 years is conservative. Equally conservative is the statement that our charges have not advanced more than 10 per cent. during the same period. The failure to secure a proper income from our business is due to many causes. Of course, lack of organization is the principal reason. Truckmen as a body fail to appreciate that organization is the great fact of modern industry. The individual is almost eliminated. Lack of co-operation among truckmen is another factor, which is stating in other words "lack of organization." Many truckmen are carting merchandise at a loss, that would be demonstrated beyond any doubt, if they sat down quietly and investigated fairly their business conditions. And yet there are truckmen who will take their losing business at a less price. We frequently blame the shipper, when as a matter of fact we alone are to blame. We blame at times the other truckmen, when experience shows that we frequently do the same thing.

"We are justified in charging the merchant that he fails to appreciate the service we perform, and the responsibilities we assume. He requires the office boy in charge of postage stamps to provide a bond, that protects against a loss, that may arise out of his dishonesty, but this same merchant will entrust thousands of dollars of merchandise to a truckman, of whose personal responsibility, integrity, and methods of doing business, he knows nothing.

"Railroads and express companies are permitted to charge different rates, each determined by the character of the merchandise. Inasmuch as it is the tendency of the courts to place us in the class of common carriers, and consequently insurers, we should endeavor to secure, through legislation, if possible, the same privilege enjoyed by the railroads and express companies of making differential rates. This could be accomplished undoubtedly in the transfer of through shipments of merchandise from one railroad to another.

"I am of the opinion that if truckmen, particularly in the cities would plan an intelligent and energetic policy of demonstrating by facts and figures



New York Delegates at the Pittsburgh Convention. From left to right they are Thomas Garvey, T. F. McCarthy, R. L. Smith, W. H. Rankin, I. Goldberg and J. K. Orr.

the present cost of doing business, they would, by these means, accomplish more than by any other. In this campaign the truckmen, who are financially responsible, employ careful and honest drivers, and insure against theft of merchandise, are justified in bringing these methods of their business to the attention of shippers, as reasons for higher rates, and why they are more entitled to patronage than a truckman who does not adopt such methods.

"Time will not permit an extended discussion of the means of securing better rates. All I can do is to point out the necessity of securing such rates, and suggesting briefly some by which they can be secured, and this I have attempted to do. Good faith among ourselves, fair dealing that will secure the confidence of each other, resolutions to obtain a fair return for services rendered, and loyalty to our own Association through which these principles may be expressed and put in practice, are the few words of advice that I leave with you."

Leonard Warehouses Growing.

The Leonard Warehouses, Inc., of Detroit, Mich., are being increased in size by the addition of a new building which will be ready on August 1. The erection of this new building will give the Leonard Warehouses two buildings, one 50 by 100 and the other 60 by 100. The first is five storys high and the second four storys. The firm now has a garage for ten motor trucks.

Nest bodies were formerly used in moving household goods by motor truck for this firm, but these have been given up as they required too much platform space to manoeuvre them.

TO THE NATIONAL TEAM OWNERS' ASSOCIATION.

Gentlemen:—Now that the convention is over, we have a chance once more of showing how to keep up effective work for local Associations as well as for the National Association. We may "lay matters on the table" discussed in convention and not think about them until we convene again, but if we do this, we are falling very short of our possibilities. A reminder to the members and officers of the Association certainly is not amiss at this time.

In the first place, the officers may take for granted by the votes you gave them at the recent election that they have your confidence. They are working for the National Team Owners' Association to the best of their ability, and intend to be on the alert for its welfare at all times. I ask again that the members take every opportunity to co-operate with them. Not to mention financial co-operation, which you have so loyally offered, but to bring to mind co-operation that means harmony, encouragement, interest and your faithful standing by the officers and organization at large. Officers are put in a position to make final decisions gathered from various opinions and advice of the members. They wish to favor none, but wish to do the best by the Association as a whole.

In cases of differences of opinion, always be ready to do your duty in upholding actions taken and agreed upon by the majority of the entire body. Officers have no intentions of being arbitrary or of making serious transgressions of the constitution of the National Team Owners' Association or wishes of the Association at large. If you think they do, remember to give them the benefit of the doubt. It is unavoidable to have actions taken, agreeable to every last member or officer. If you ever find that you do not like certain ways of the administration, be sure to look into the situation properly. You may be misinformed regarding it, or even prejudicial. This is the kind of co-operation that will never fail to build up the Association, and, to its greatest possible extent, will make it strong and effective.

With best wishes and kindest regards to all and hopes that the National Team Owner' Association will have a good year, I remain

Yours Sincerely, W. H. FAY, PRESIDENT.

Discussion on Glanders at National Convention

A discussion on the subject of Glanders followed the reading of the paper of Dr. C. J. Marshal Pennsylvania State Veterinarian which appeared in the July issue of THE TEAM OWNERS' REVIEW. The discussion follows:

DELEGATE McCARTHY: I move to add to the paper—we discussed it in New York—the question of where we get all the glanders.

I move that the Department of Agriculture be written and requested that all horses transported between States be tested for glanders or farcy or other contagious diseases before being allowed to enter a State.

DELEGATE O'NEIL, of Pittsburgh, Second the motion.

DELEGATE HURWITZ: I can appreciate the paper very much, because we lost 12 head in our town the last winter. We are now making tests every 2 months of our stock, and every time we buy an animal.

DELEGATE BARTON, of Kansas City: We have something out there, we have to have the

Mallein test, as they call it. If they react, we send them back. We have to have a certificate before the railroads will accept them.

DELEGATE McCARTHY This is a matter of the United States Government helping the condition of animals going from one city, going through State through to other cities. They have Inspectors out now, and they have the statements of the inspectors stating that the Mallein test is unreliable, the blood test is unreliable, and some other test is unreliable. Now I think it is right in the hands of that Department, irrespective of any state department, and they should have absolute control over the jurisdiction of all animals through the state, and they should test them to see whether they are diseased, and do whatever they decide is the proper thing to test them with. Their last report is that the Mallein test is unreliable. The vaccine test is unreliable. There should be a demand from this Association to have the department look after the animals being transported for sale or otherwise, through the different States.

DELEGATE CLARKE: I have information that the department stands ready to do what Mr. McCarthy asks. All we have to do is to write to them.

DELEGATE ORR: The Department of Agriculture now maintains two or three experimental stations trying to find out some reliable test. Some test must be relied on, a 100 per cent test. Whenever they find it, I am sure we will find inspectors testing horses traveling into States that will take care of the trouble. (The motion was carried).

DELEGATE ORR: While on that subject of glanders, I want to state, in New York State there has been no compensation paid for the loss of horses slaughtered by reason of glanders since 1912. There has been no appropriation made by the State Department, and there is at the present time about \$850,000 due to the owner of horses that have been slaughtered. For many years back, our association, our local in New York has been trying to bring about the abolishing of water troughs in that city, and each year we have brought it up with the Department of Health we have had the opposition of the A. S. P. C. A. They have opposed the motion strenuously on the ground that they maintain some 81 to 85 fountains around the city, at different stations, which they had cleansed every week, had a man with an automobile going around and cleaning them; there was a constant flow of water in those troughs and that there was no chance of glanders, and there was no glanders communicated from one horse to another.

This year in co-operation with the New York Warehousemen's Association we had the grand jury hand down an indictment against the water troughs, and we brought about the recognition by the State Department of Agriculture and also our local Board of Health and we had an ordinance framed before the Board of Aldermen for the abolishing of the water troughs. Then the Humane Society appeared, but after hearing some very strong arguments from the State Department of Agriculture and also from the local Board of Health, which stated there was a change there in the last few months, there was before something like 30 horses a week being killed in New York City through glanders, and during the last two weeks the number jumped from 30 to 60. The Humane Societies finally awoke to the fact that they had better co-operate rather than evoke the public sentiment that would come against them. So all the interested parties the State Department of Health, the local Board of Health, the A. S. P. C. A., the Women's League for Animals, the New York Warehousemen's Association and our own local had an ordinance framed in the Board of Aldermen. There has been no perceptible opposition at all and it is on a fair road to pass. In substitu-

tion for the water troughs there will be stanchions, and the carrying of individual drinking pails, and the ordinance carries a fine of \$5.00, or something like that, within the discretion of the Court.

DELEGATE MARTIN: We have listened to this glanders situation down here in New York and Pennsylvania arising on account of the water troughs. I never blamed the water trough for spreading glanders. It seems to me we can't get enough water troughs on the streets. I think that this disease is being taken up from the wrong point. I think we ought to commence with sanitary barns. It is the sanitary condition in your barn that spreads 95 per cent of the disease.

Now, in Chicago, we did make some kind of a preparation to give our horses a good early start. I think some of this disease is entrenched in the barn, under the floor; some due to the unsanitary conditions of the manager, not cleaning out the hay the horse has breathed over the night before and feeding fresh hay over that, in having the barn man when he goes to feed him throw a basket of feed, a measure of feed on top of some left in from the night before, whereas he ought to take that feed and clean it out.

I think that is as much as is necessary, and it is as necessary as the conditions of the water trough. I really think if we take up the matter with our own men and remedy our barns, that the conditions from the watering out in the open air, upon the street, are not bad.

DELEGATE ORR: For the information of our friend from Chicago: I agree with him that the trouble does not come from the drinking but it comes in a good many cases from the eating. The New York people have for some years back cleaned up our barns. For some years they have cleaned up our barns; with some of us not because we wanted to, because the local Board of Health insisted on it. We have laws now of the Health Department and also the State Department of New York that requires any new construction, or any repair work in stables to be done according to the Code. We have to lay out our stalls as described by the Building Department under the co-operation of the Building Department and the local Board of Health, so that we have to keep our barns in pretty fair shape and after that we have to keep them fairly well cleaned up. And with all that, we still have glanders, glanders still increasing, as I said before, 100 per cent—in 2 to 3 weeks, and the only inference left for us is since we have done all the cleaning up we could in the barns it must be in the water or the watering trough.

DELEGAGTE McCARTHY: I think, Mr. Chairman, from the paper read by Secretary Gabylewitz and from the statement by Mr. Barton of Kansas

City it brings this more and more close to you than anything else with regard to the watering troughs. I have made the statement time and time again, that no veterinarian will write over his signature that the horses will get this from the drinking trough with running water. We have failed up to the present day even by reading papers to find a veterinarian who will say so. We had a man in New York who said he would go on record. I said, "What is your record? I will go on record against you. Now, what is your record? You are a veterinarian. You know the organism of a horse; now what is your record?" You could not get any man. Sure, one doctor did say so, he would prove and produce statistics in the matter from the Atlantic to the Pacific on glanders. He did say so, because somebody else in Kansas reduced it 15 per cent, and in St. Louis they reduced it 15 per cent, and in Cleveland they might have reduced it—and in Minneapolis, or whatever point or city it is. I asked, how do you find this out, gentlemen, where are your records for it? They are absolutely unreliable; there isn't any man who has got a record here or anything. We have had the Dean of Cornell College, who states they don't know at what time the organism throws off this disease so that another horse will be inoculated with it. There is any amount of dispute over it. Is there any veterinarian in this country who will dispute the remarks of the Dean of Cornell College?

Now, gentlemen, we have a condition in New York which is abominable. I do not know whether the gentleman has gone over the territory or not. We have floors of horses in New York provided for 30 horses, carrying 55 and no ventilation.

Where is your dirty water trough? That is a condition in New York absolutely no ventilation on the first or second and in the cellar. We have a great society, the A. S. P. C. A. The president of that society maintains a big stable in Great Jones Street with 23 horses in the cellar, and no ventilation.

I got after the man I think deprived them of the water. You have to show me the proofs of something from the men who have studied the question, who have spent their lives on this question. Why don't they come before us and give us some information? And they tell you after all the years of studying, after all the years of teaching and experimenting, in all the colleges in this country, and in Europe. Every possible place where there was a veterinarian college of any repute or standing in this entire world, we have appealed to every Dean of those colleges to give us the information when and where and how glanders is contracted, and they don't know.

I will never forget the remark of the gentleman from Cincinnati, the doctor who explained the condition there. He said at that time—and I will leave it to you on the floor, that he did not reach any conclusion as to when and where the organism appeared, or when the horse started to throw off the germ of glanders. And that is the last thing, as he stated then, that the horse will get it from the running water, irrespective of whether it is warm or cold. Now the proposition is in the pail. And after using your water pail when you get to the bottom, you should get a barrel of disinfectant and put it in the pail, and give it to the horse. Cut out the water trough, and we will furnish you a disinfectant plant in your individual pail. Is that an argument for a professional man to make? Use individual water pails in preference to clean watering troughs, and put disinfectant in before you use it. Mr. Martin has stated we should get more watering troughs. I stated there, and I still state it, that the barn, that the feeding barn has more contagion than any watering troughs distributed around the country.

DELEGATE ORR: I believe that glanders is contracted to a large extent in the horseshoeing shops; one horse in the shop rubs his nose on the wall where another horse rubs his nose. Mr. McCarthy says that no veterinarian so far has been able to tell when the horse throws off the organism of glanders. That is very true, we do not know, and our veterinarians do not know. We all agree he does throw them off through the nostrils by a certain discharge. If he throws them off while drinking, there is a chance of getting it, because it is both contagious and infectious. There is one possibility in the water trough that one horse contracts the glanders from another just as one horse contracts the glanders in the stable in my stable in Mr. McCarthy's stable or your stable or the blacksmith shop. I have not said there is a plan for allowing the stables to remain just the same, the blacksmith shops to remain the same as they are, and just abolish the water troughs. I don't want to say against Mr. McCarthy's remarks that the only place to get the glanders was at the watering trough. It is one of many places. In any case, we are cutting out one possibility of getting glanders. And as far as the pails are concerned, I don't see any reason why a man can't carry a pail and give his horse a drink out of the pail the same as he feeds him out of a bag.

DELEGATE GOLDBERG: For 4 years we have had glanders in our stable. We ripped out the stable,—or rather, we had for 2 years, and we ripped out the stable, and put a window at each horse's

(Continued on Page 26)



Delegates and Guests at the Illinois Furniture Warehousemen's Association's Conv

Building Requirements for Warehouses

At the June meeting of the Illinois Furniture Warehousemen's Association, which was held in the rooms of the Traffic Club in the LaSalle Hotel in Chicago on June 15, A. H. Hollander of the Hollander Express & Van Co., of Chicago gave an address on "Building Requirements" which should be of interest to warehousemen throughout the country, as Mr. Hollander gave some valuable suggestions on how to handle a city council when unjust ordinances are proposed. Although this meeting was held before the annual outing at Ottawa Beach, an account of which was published in the July issue of the TEAM OWNERS' REVIEW, the June Bulletin of the Association containing the report of the meeting has just been issued, making the publication of Mr. Hollander's remarks possible. His address follows:

"Mr. Chairman and Gentlemen: It has always appeared to me ridiculous, being in the warehouse business, that the class of buildings we occupy,—mostly fireproof,—should have to comply with the same conditions, as far as the office of the Building Commissioner is concerned, as hotels of the same dimensions and same construction. In fact, you can take one of your buildings, right now, and turn it into a hotel, or a department store, or a factory, and the same law applies, as far as safety devices are concerned, you occupying a house where you at no time house any more than two or three men on a floor.

"It is absolutely ridiculous to think the city council, at any time, without notice to any of us, or, in fact, notice to any one, will put laws on the statute books, compelling us to spend our money for foolish appliances.

"It is only within the last 10 days or 2 weeks, at the most—that the city council passed an ordinance that all elevators, freight carrying, as well as passenger elevators, must have a screen below the machinery of the elevator, and above the elevator car proper; that screen is to be constructed under the supervision of the Building Commissioner's office, with angle iron running across your penthouse, under your eaves, and a screen on top of those angle irons heavy enough to carry 500 pounds at any given spot of the screen. Their idea is to keep any bolts or loose machinery from falling on top of the car. That sounds very well, when, if you attend a council meeting, some alderman will get up and make a great big shout about people's lives above money.

"Some time ago another organization of which I am a member went before the Building Committee, composed of aldermen, and requested that they establish a separate class for storage warehouses, in reference to the different safety devices to be applied. Several aldermen had not been approached on the subject, and therefore were very antagonistic to our proposed ordinance. The ordinance never came out of the Building Committee.



Convention Assembled in front of the Ottawa Beach Hotel at Ottawa Beach, Mich.

Since then some of us have kept ourselves busy, and at the present time, I believe, with the present Council, we will be able to get an ordinance passed through the Council creating a class in itself for storage warehouses or furniture storage. That would eliminate a great deal of expense first, or the inspections of your building.

"All of you who have warehouses within the city limits are aware of the fact that hardly a week passes but that you are sent in some bill, of the City Council, \$2.00 or \$5.00, for some inspection or other.

"Not very long ago an elevator inspector went into a storage warehouse in the city here, and handed the proprietor of the warehouse a certificate of inspection for the elevator, pronouncing it safe and all right to a carrying capacity of 4,000 pounds. About 10 days after the City received their \$2.00 for the inspection the same elevator fell from the fifth floor to the basement, injuring six people to a great extent.

"I merely cite that incident to show you how ridiculously we spend our money. If the buildings or the parts of the buildings that the inspectors of the city get paid for inspecting were thoroughly inspected, and they gave us some safeguard, there would be an excuse for spending our money. But there apparently is not.

"I have, myself, noticed inspectors come in. They will ask the girl at the counter, or the man at the counter, "Is your elevator running all right?" "Yes, we have not had any trouble with it." A day or two later we receive a bill for \$2.00, for elevator inspection.

"Not very long ago the city requested us to place load carrying signs on each floor. The building is 8 or 9 years old, and at the time it was built we complied with the city ordinance, in erecting the building. The city at that time made a test of 600 pounds to the square foot. The contractor, at the time, had a picture taken of the test, the cement piled in, etc., and luckily we had in that picture the city inspector. I went to the city engineering department, when the request came for the load carrying cards, and asked him to look up his records, saying that by them he could easily establish the load carrying capacity. He said, "We cannot do that." I said, "What am I supposed to do?" "You will have to go to some engineer, who will go out and drill a hole in the floor and ascertain how many steel rods you have in your floor, and come down here and figure it out to us, and convince us that your floors will carry a certain amount of weight, or, whatever weight we will give you."

"There was no other way out of it. I employed the engineer who was engineer when the building was erected. I paid him \$35. I paid fifty cents for the cards, and then the city sent me a bill for \$5.00, for stamping the six cards.

"A concern which has just been dropped from membership here was compelled, 3 years ago, to erect an iron ladder on the outside of their building, in the rear, at the expense of \$123. About a month ago the fire department came in and pronounced those ladders not safe, and the city building department came in, and has now compelled this man to tear out the ladder and erect an iron stairway, at an expense of over \$400.

"Now, the reason that all this is done is because we have never stopped the city council from doing that. To show you how easily those things are stopped, I would like to tell a little incident I witnessed the other day.

"Our worthy President asked me to go before the Judiciary Committee of the city council, on a proposed ordinance for installing automatic gas shut-offs.

"I wish to report that the matter was entirely knocked out, and the ordinance was drafted to read, at the request of other business interests which were represented there, that the gas company install those valves at their expense. The ordinance was supposed to go into effect July 1st, 1914, and was deferred until July 1st, 1915, to give the gas company a chance to put in their valves. However, they abolished the automatic feature of it, entirely. They are going to use mechanical devices, that is, if they can compel the gas company to put them in.

"At that time there were possibly a half a dozen men who conducted little notion and cigar stores, there. There had been an ordinance passed to take effect July 1st, to prohibit any dealer, or any one, within the limits of the City of Chicago, from selling anything that looks like fireworks; and it seems that the fireworks manufacturers have manufactured a little article that they call a "dazzler", and they call this the dazzler ordinance.

"At the request of one of the aldermen, who was asked by these six storekeepers to have the ordinance deferred until after the 4th of July, there was not a murmur, or an objection. The ordinance will not go into effect, at the request of these six little dealers, they having stated that they had bought these dazzlers, and that there was not any law on the statute books to prevent them from selling them, and it would be a loss and hardship to them. The ordinance was deferred, to give these men a chance to dispose of these dazzlers.

"I am merely stating this to show you how easy it is to get recognition, if we go in there as a body. Of course we cannot expect one man to go in, single handed, before a committee of that kind, and get much recognition.

"The proper thing to do is to get in communication with the city clerk's office, and get a copy of all ordinances sent to the secretary; and, if the secretary could submit those copies to the regular meeting, and have the different features pertaining to our line of business discussed, I venture to say that at the present time it is the easiest thing in the world to stop any prohibitive ordinance going on the statute book.

"I have talked with most of the members of the building committee, since we fell down on the last proposition and, by the way, I believe that it will be an easy matter to have an ordinance passed to

establish a class for our line of buildings which we occupy; and if we once get recognition, if we are once in a position to go before the city council and talk to them as a body, I believe they will be very careful, in passing ordinances that are detrimental to our line of business.

"What I would like to suggest is that the chairman appoint a committee, to see the different aldermen. I believe the matter goes before the judiciary committee, first, and then will be referred, to the committee on buildings. Mr. Reebie has talked to the building commissioner, the last time we were in to see him. After he talked to him a while the building commissioner seemed to think that we ought to be placed in a class by ourselves, with the kind of buildings we use and the business we carry on.

"He said it was ridiculous to think, with buildings such as we occupy, that we are compelled to comply with the same conditions as a hotel, or department store or office building.

"I have looked into the matter somewhat, and I find that where manufacturers hire a great amount of help, and where space is quite an item, they figure 16 square feet to each man on the floor, where machines are very closely set. I do not know whether there is a law to that effect, but they adopt their scale accordingly.

"Now, if you figure that, in buildings like those we occupy, they would hold hundreds of people, that is, giving each person 16 square feet. You can easily figure out, from the size of your building, how many people you would be allowed to have in there, and not use any different means of protection than you now have,—not one bit.

"You are compelled to use the same amount of prevention as you would if you were having a man for every 16 square feet. There is no distinction between our classes of buildings and other classes, no distinction between them and hotels or department stores, or any buildings where a great many people are housed at one time.

"I believe with the correct kind of an argument, and the right kind of a speaker, before a committee, it would be an easy matter to have an ordinance passed classing our buildings by themselves."

Much interest was manifested in this subject by those present and a lively discussion followed the close of Mr. Hollander's remarks.

J. Hammond Birks of the Austin & Oak Park Fireproof Warehouse Co., supplemented Mr. Hollander's remarks by saying that 4 years ago when his firm had its plans drawn to put in one stairway in the front of the building and a fire escape in the back an order came in after the foundations had been laid to put in another stairway. Everything possible was done to get around this unnecessary additional expense, but the stairway had to be put

in at a cost of about \$600. There is a perpetual loss of space of about \$25 per month where the stair is placed.

R. J. Wood of the Lincoln Warehouse & Van Co., secretary of the Association, stated that when his company built its building a front stairway and a rear stairway were put in in addition to the fire escape; and when the annex to the building was built an additional stairway was put in in the rear. The result is that there are two stairways in the buildings which are very seldom used.

J. H. Troyer of the North Shore Fireproof Storage Co., president of the Association, said that his firm had been served with a notice to take down a ladder fire escape which complied with the law when the building was erected, and to place a stairway at the rear of the building. The building is 50x150. Mr. Troyer went to the building department in regard to this matter and was informed that the fire escape was all that was necessary as there had been a ruling on that point for this class of buildings.

Mr. Troyer brought out the fact that whereas the ordinances for fire escapes, etc., are figured on a one man to every 16 square feet of floor space, in his buildings there was about one man to every 5,000 square feet, when any men were in the buildings at all.

Mr. Hollander stated that there is an ordinance compelling the placing of iron hand rails on all stairways. Mr. Wood said that he had been obliged to have them put on his stairways. Mr. Wood said that the elevators for his buildings are inspected monthly by the Otis Elevator Co., and that a charge of \$24 per year for each elevator is made by the Otis company. This does not eliminate the city inspection, which cost \$4 per year. The elevators are also inspected by the insurance company.

Upon being asked by Mr. Troyer what method he would suggest for starting agitation in this matter Mr. Hollander said that an ordinance is now being drafted and that this had been taken up with a member of the city council who has promised to redraft the ordinance if necessary and submit it. Mr. Hollander stated that the Van Owners' Association had taken this matter up at their last previous meeting and that he and J. F. McGath, secretary of the Furniture Movers & Expressmen's Association of Chicago had together gotten up an outline of what was desired in the ordinance. Mr. Hollander suggested that the Illinois Association pass upon a copy of the ordinance before it should go into the committee.

Mr. Hollander stated than an ordinance had been proposed to prohibit teams from using the streets bounded by Ashland avenue, 22nd street and the Lake between six and eight o'clock in the morning and five and seven o'clock in the afternoon. The

ordinance has been proposed by the street car people, who claim that during the rush hours they cannot give the public the required service on account of the amount of teams that occupy the tracks. He quoted from a question and answer in the columns of the Chicago "Tribune" in which the "Tribune's" law department gave as their opinion that the streets belonged to all the people whether they are team owners or not, but that there is a law on the statute books in Chicago now which forbids teams to use the street car tracks at any time.

"Now if the city ever sees fit to enforce this law" said Mr. Hollander "we will all go out of business, because on a good many of the streets, for instance, Broadway, it would be impossible to get along when there is snow on the ground without going in the tracks more or less."

Use Big Newspaper Ad. to Announce Opening

The Westheimer Warehouse Co., of Houston, Tex., used a double page spread in the Houston "Chronicle" recently inviting every housewife in Houston to be present at the opening of their new fireproof storage warehouse. The advertisement was very attractively arranged and was illustrated with views of the warehouses and equipment of the Westheimer company and pictures of the officers, S. J. Westheimer, president, Ben S. Hurwitz vice-president and J. L. Aronson, secretary and treasurer.

The opening of the warehouse took place between 2 and 7 p. m. Beautiful souvenirs were presented to every lady and in addition each lady and gentleman visitor were participants in the distribution of three prizes. The first prize was a kitchen cabinet, the second a cedar chest and the third leather-upholstered mission rocker.

The Westheimer company now claims the honor of having the largest warehouse in the South, having 1,000,000 cubic feet of storage space enclosed within fireproof walls.

Pioneer Adds Ten-Story Building.

The Pioneer Fireproof Storage Warehouses of Brooklyn, N. Y., is adding to its present building, a ten story addition. When this addition is complete the Pioneer Fireproof Warehouses will have the largest warehouse in Greater New York.

Increase of Trucks in Chicago.

The increase in the number of motor trucks used in Chicago since 1911 is reported by Edward Cohen, city collector, to amount to 3,408 trucks, which number may be divided into 2,012 vehicles of less than one-ton capacity and 1,396 commercial cars of one-ton capacity and over.



Those present at the New York Furniture Warehousemen's Convention at Lake Hopatcong, N. J.

New York Furniture Warehousemen Hold Meeting

Seventy warehousemen with their wives and families thoroughly enjoyed the annual meeting of the New York Furniture Warehousemen's Association at the New Breslin Hotel at Lake Hopatcong, N. J. on July 10, to 13. Most of those who attended the meeting went from New York by automobile, the trip through the low-lying mountains of New Jersey with their beautiful scenery being a great treat for the warehousemen from level country. The various parties motored out from New York on Friday and on Saturday the program arranged by the New York Association was begun.

Saturday morning and afternoon were devoted to boating, fishing and motoring. The fishing was good, the boating was fine and the motoring was excellent. Lake Hopatcong lies in the beautiful highlands of north-central New Jersey. It has 65 miles of shore line, fringed with low hills. The view across the lake from the New Breslin Hotel, where the convention had its headquarters, is particularly beautiful.

Saturday evening a band concert was given at the hotel for the visitors. All day Sunday was spent in motorboating and automobiling. There are many high speed motor boats on the lake and these were chartered by the warehousemen, those from inland towns (like "Dave" Murdoch of Pittsburgh) getting especial enjoyment from this sport.

On Sunday evening there was a fine exhibition of "Talking Movies" staged through the courtesy of the Edison Battery Co. To those present who had

never before witnessed "talking movies" and, there were many there whose first experience this was, these were a revelation. Mr. Kelley of the Edison Battery Co., was present at the meeting for the special purpose of conducting the talking pictures.

On Monday the business meetings were held, there being two sessions, one in the morning and one in the afternoon. There was no great flow of hot air at these meetings as the announcement that the nearby town of Lake Hopatcong contained immense gun-powder factories somewhat tamed down the delegates, including those from Chicago.

President Walter C. Reid opened the business meeting with a brief and interesting address. J. B. Van Brunt, chairman of the Outing Committee made his report which was voted to be a master-piece. W. P. Kennedy of the Electric Vehicle Association of America gave a talk on "Electric Vehicle Tonnage." Mr. Kennedy was followed by Wm. Butler, counsel for the London Guarantee & Accident Co., Ltd., who read a paper on the "Workmen's Compensation and New Factory Laws" from a legal standpoint. C. W. Pimper of the Security Storage Co., of Washington, D. C. gave a very good talk on "Bills and their Collection" recommending the employment of greater courtesy when following up delinquents. F. L. Bateman of the Transcontinental Freight Co., of Chicago was to have given a talk on "Transportation" but was unable to attend the outing. Mr. Kelly gave a brief and interesting talk on "Electric Vehicles and their Batteries".

The afternoon session opened with a paper by J. H. Jones, Honorary President of the Association, on "The Storage Business Treated Retrospectively and Perspectively." This was agreed one of the best papers read at the meeting. P. P. Terhune of the Bowling Green Storage & Van Co., read a paper on "Lift Vans" showing how closely and intimately they work with the best class of warehouse service. C. H. Kaufman had a good paper on the subject "An Associate Member." Charles S. Morris gave a talk on "Business Anarchists" which was somewhat along the lines of the one he gave at the Illinois Furniture Warehousemen's Convention. E. M. Radcliffe gave a talk on "Advertising" which contained many pointers, including the repetition of George E. Turner's sentiment that "constant dripping will wear a stone." J. E. Cassidy, Secretary of the Association, read a paper giving some valuable association suggestions.

There were eight different questions listed for discussion but there was very little time left for expression of opinions on these topics. They are given below in full:

1. Can any warehouse in Greater New York afford to disapprove of the present agreement offered by the Labor Union?
2. At the prevailing rates, how can motor vans be made to pay these days?
3. Are we fully protected when our policies insure each load for a specified amount, and how should a policy be worded to give the best protection?
4. Discussion of Shipping Forms and their uses. (See Samples.)
5. When should a warehouseman use his discretion and deliver property to others than the depositor? "Should a warehouseman enforce his rule literally?"
6. How can corrugated board be used to advantage and should charges or credits be made if kept or returned?
7. Does it pay to furnish packing material without, or at little cost?
8. Should any allowance be made for used packing material.

This, the most successful convention of the New York Furniture Warehousemen's Association ever held closed Monday evening. Credit is due J. E. Cassidy Secretary of the Association and Mr. Van Brunt, Chairman of the Entertainment Committee, for the success of the meeting.

The New York members also deserve credit for their entertainment of the visitors. Charles Sproessig took the visitors to a shore dinner at Coney Island one evening and on another occasion fifteen of the visitors were given a shore dinner at Henderson's at Coney Island. Many of the visitors took in

Atlantic City and nearby resorts before returning to their homes in distant cities.

T. L. Morton of the Model Warehouse Co., of Newark, N. J., was awarded the tin medal. Mr. Morton told of a packing case that had been in his warehouse for 3 months and when opened at the end of that time was found to contain a live chicken. The chicken was removed by the owner of the goods, who overfed it and it died, 3 days after being rescued from its 3 months' sojourn in a foodless and waterless prison. E. E. Parker and Frank Sommers are willing to vouch for the truth of this story and Mr. Morton is willing to sign an affidavit that it is true.

It was noted by those present that L. G. Meyers of the Suffolk Storage Warehouse of Boston, Mass., was not at the convention and this was most noticeable as Mr. Meyers has never before this missed an outing of the New York Furniture Warehousemen's Association.

Thomas R. Malham, superintendent for the Neal Fireproof Storage Co. of Cleveland Ohio who represented the Neal company at the outing, stopped over in Pittsburgh, Pa., on his way back to Cleveland for a brief visit with D. V. Murdoch of the Murdoch Storage & Transfer Co.

Individual Water Buckets.

Editor, THE TEAM OWNERS' REVIEW:—In regard to the health of horses, and especially with regard to glanders, you cannot say too much. In my opinion, the only rational way to keep glanders from spreading is by providing individual water buckets.

DR. C. R. TREADWAY, Kansas City, Mo.

Erecting Big Addition.

The Parkersburg Transfer & Storage Co. of Parkersburg, W. Va., has let the first of the contracts leading to the construction of a big addition to its present building at First and Ann streets. At the present time there is a court facing the junction of the Ohio and the Little Kanawha rivers, in the company's building. The new structure will fill this in.



The "Charlies" who were at the New York Convention.

Glanders Discussion.

(Continued from Page 19.)

head. We tore out all the lumber in the stable, tore out the concrete, and we re-concreted, and we found the window above the horse's head caused a draught, and we put in a blower. We did everything under the direction of the Health Department of the State of New York, the Agricultural Department, and yet, notwithstanding that fact, we had it in 2 successive years. Finally we removed our watering trough from the stable and we supplied our men with pails with instructions to use those pails with running water. Now, we have begun a crusade in New York against the contraction of glanders.

As has been ably stated here, there is no veterinarian who is able to say when the horse will throw off the germ of glanders, but he must be inoculated first with the germ of glanders before he can throw it off. No one has claimed that by drinking water he will contract the disease of glanders, but what we do maintain is that the vessel which contains this water, and where the horse after drinking the water will rub his nose some of the mucous will remain on the outside of that vessel and the next horse can contract it, not alone through the substance on that vessel, but by two horses being together, through inhalation, one horse can contract it from the other in that manner.

We are here to advocate that not alone in New York State but in every State in the Union, that the most sanitary manner in which to give your horse a drink of water is the same as has been ordained by the different health departments in the various States that a person shall not drink water from a glass that has been used by someone else. For what reason? Because, the person after using it, fails to cleanse that glass. And they provide now a paper vessel that will contain the water to drink. Now, if that is true with the human being, who has common sense and should know what to do with a vessel before putting it to his lips, how much against the horse does that count, where he is unable to exercise good judgement, but plunges his head into the vessel or rubs his nose on the edges of the vessel, and thereby does contract the disease?

Now, as a practical illustration of the abolishment of the trough, and the substitution of a water stanchion with a press button, we have Kansas City. There, prior to the substitution of their press button stanchion water trough, without any vessel, they always had glanders—and the delegates I believe here will verify this statement—and that since they have put in the water stanchion with a press button, the drivers are compelled to use pails, and they haven't had a case of glanders in Kansas City.

DELEGATE BARTON: That is absolutely true. We have had glanders ever since we have been in business, but we installed about 2 years ago what we called a bucket fountain, and watered the horses through a bucket, and our veterinarians, (we have them as good as the are anywhere,) are of the unanimous opinion that glanders was contracted as much through the operation of water troughs as any other one thing. We do not have it there. We have a window in our barn over the horses and double doors which open at each end of the barn. Our watering trough in the barn is cleaned out. We do not water in the barn out of buckets, we have our barn and only our horses water in there. On the streets, the Humane Society have an inspector stationed at each watering fountain and if they think a team has been driven too long or ought to be watered they stop them and they are watered. We try to do that with our drivers and we try to employ drivers only who will attend to this matter. It is much easier for the drivers to let the horses help themselves out of the fountain than to get out and give them a drink out of the bucket. Since we have had the fountains installed we have not had one case of glanders in a year.

DELEGATE HURWITZ: The first attack of glanders was 5 years ago in our barn. This was a transfer company we bought out and one of the horses became sick and we killed him; but we did not know the horse had glanders, nor did the veterinarian know. But a few months afterwards, we found we had glanders in the barn, and we had killed about 10 head. After making the test, the Mallein test, which our veterinarian claims is a success, we did everything we could. We ripped out the barn, took out all the old troughs and burned them up, disinfected the place, in fact, flooded it month after month, and we didn't have any more glanders for 5 years. Last summer, we bought a young fresh team of mules, 4 years old. The driver, while driving the team of mules, found one of them running at the nose, and there did not seem to be any soreness. We called the veterinarian, and asked the veterinarian what the matter with him was, and the driver said the mule in going along fell down. The veterinarian said evidently he burst a vessel, nothing to it, and lay him off for a day or two. We laid him off for a day or two, did not see anything more after that, and we put him to work. About 4 or 5 months later, we found he had glanders, and there was a question between Mr. Westheimer (my partner) and myself, and I told him our trouble comes from the same disease we had 5 years ago. He said, "No, it comes from this particular mule; what we thought before was a bursted vessel was a case of glanders. This mule was just shipped here from the range, where they did not have any public watering troughs. From our ex-

perience, we find that most cases of glanders are found on the ranges and farms where they do not have watering troughs at all, where they go to streams and rivers to drink.

However, as Mr. Orr has stated, the same is true as with anything else, we have tuberculosis. We have taken this different precaution. When we take one horse out of the shop to be shod he is shod outside, we do not tie him up at the wall where other horses will come in. We have taken the precaution

at the watering trough confronted with the proposition as New York was, and Mr. Westheimer and myself think that the most humane thing you can do is to take the watering trough from the city.

However, we are fighting there now, and we have met with success. We have found that in many cases. In 5 years, we lost 10 head, 5 years ago lost 5 head. We did not think it came from the watering trough, but we did, however, presume that it would be spread in the watering trough.

Letters From Readers

Tampa Cheapest City.

Editor, THE TEAM OWNERS' REVIEW :— Tampa, Florida, is the cheapest city in the country for the team owners. Our city limits are about 3 miles each way from the depot and our city council has drafted an ordinance for a charge of twenty-five cents anywhere in the city for trunks and passengers. The result is that we old baggagemen have been forced to quit the business.

J. S. WHITCOMB, Tampa, Fla.

Would Contribute to National.

Editor, THE TEAM OWNERS' REVIEW :— The National Team Owners' Association endorses everything that is for the benefit of the horse for without him all would be helpless. He is here to stay and you would think so if you attended the Convention at Pittsburgh Pa. last June, where the entire Convention was strictly horse, his care, feed, water and sanitary surroundings in the stable and at work.

A few years ago Conventions were very much otherwise on account of the auto truck salesmen. It is easy reading the "handwriting on the wall" which means that the horse is man's greatest commercial helper and friend.

This is interesting when you think of the vast number of team owners the National Team Owners' Association represents. It is interesting when you consider the fact that there are over 30,000,000 horses in the United States.

The National Association has received a proposition to aid it financially from the manufacturer of an article which is endorsed by all those who use it. This is a shaft spring that takes the weight of the pole and shafts off the horse and puts it on the wagon where it belongs.

No one would be willing to carry even proportionally, the weight of the pole or shafts carried by the horse and do his work for \$50 per year and yet this device cost but from \$2.25 to \$3.00 per pair and will last for years. Thousands have been in use for from 5 to 10 years and are still working.

The makers of this device have agreed to donate 10 per cent of their gross sales made direct to the National Team Owners', which will average 25 cents a pair. A pair of these springs to each member would mean nearly \$500 and there are several hundred team owners who could use 5 to 50 pairs. This company is now selling to many owners of horses who use over 100 pairs. These springs are guaranteed.

There is no chance to raise the price as it is fixed and will remain so for years; therefore you will see the National Association has everything to gain. This being an article of merit one pair could easily save enough on the horse, shafts, harness, etc., to make it possible for you to get a new subscriber for THE TEAM OWNERS' REVIEW, the price of which will also be donated to the National Association.

The Cleveland Shaft Spring Co., will send each member of our Association more advertising matter with full instructions and it seems the members of the National Association ought to seize the opportunity to get these springs to help their horses, to help the National Association and to help THE TEAM OWNERS' REVIEW.

Mr. ROUSTON, Cleveland Shaft Spring Company.

Mr. Rouston was present at the Convention of the National Association in Pittsburgh and very kindly donated \$5 to aid the Association in its tail-board delivery fight. He tried to get an opportunity to speak before the Convention, but as business was so pressing there was not time. The above letter is published at the express request of President Fay.

MOTOR HAULAGE AND DELIVERY

Another Fuel Discovery.

John Andrews of McKeesport, Pa., is the inventor of a new cheap fuel made by distilling moth balls and water which was tested at the Indianapolis Speedway on July 4. Mr. Andrews used several other ingredients in making this new fuel, which he calls gasoline and which he claims can be made for 2 cents per gallon, but these he would not disclose. Gasoline made chemically by combining its elements has not been unknown before this but its manufacture in this manner has always cost more than if the gasoline were made in the usual way of distilling it from crude petroleum.

In 3 hours' time 5 gallons of the fluid were made at Indianapolis and some of this was then tried out as fuel for two passenger cars. One of these cars, which weighs 3,800 pounds, ran 12½ miles on the speedway on a gallon of the new fuel and showed a flexibility on high gear of between 4 and 55 miles per hour. The same car traveled 17½ miles on a gallon of gasoline of 64 degrees Baume gravity and showed a flexibility of between 3 and 61 miles per hour on high gear. It is reported that there was no appreciable carbonization of the valves of an engine in another car which was run for 200 miles on the new fuel.

New Cleveland Traffic Law Restricts at Trucks.

In the new traffic regulations of Cleveland, Ohio, which went into effect on June 7, are many provisions that influence the use of motor trucks on the streets of the city. It is provided that every motor vehicle must be equipped with a red light on the rear and three white lights, two in front and one on the rear. The rays of the rear white light must illuminate the number plate so that it will be visible at least 200 feet from the rear. Another section provides that any vehicle carrying material which projects behind the tailboard must carry a red light at night at the extremity of the projecting material.

The ordinance defines a motor truck as a motor vehicle with solid tires and constructed to carry freight or merchandise. The speed of motor trucks is limited to 12 miles per hour when the weight of the vehicle and its load is more than three tons and less than eight tons. When the weight of the truck and its load is eight tons or more the speed of the vehicle is limited to 8 miles per hour.

The ordinance provides that no load in excess of twelve tons in weight, including the weight of the vehicle, shall be propelled upon the city streets without special permit from the director of public service. However, a special exception is made for a load of more than twelve tons in a train of trailers drawn by a motor vehicle, when the train is not greater than is sufficient to haul three separate loads, and the weight of each load, including the vehicle, does not exceed twelve tons. The speed of a train of vehicles is limited to 6 miles per hour.

One-way traffic is specified for certain streets. An owner or occupant of a building may mark with white the portion of the curb in front of the building at which no vehicle shall be allowed to stop except while discharging passengers or merchandise.

All pedestrians must observe the line of traffic at street crossings and must obey the signal of the traffic police. They are forbidden to cross before the signal is given for the traffic to move in the direction towards which the pedestrians are crossing.

Call Ferriage Rates Unfair.

Through the activity of the Merchants' Association of New York City and the Motor Truck Club of America Dock Commissioner R. A. C. Smith of New York City held a hearing on Tuesday July 7 at Pier A. on the North River to listen to the arguments of representatives of these two bodies and of the ferry companies operating to and from Manhattan Island.

The Merchants' Association and the Motor Truck Club allege that ferriage rates for motor trucks to and from Manhattan are discriminatory and unfair. The Merchants' Association was represented at the hearing by W. H. Chandler of the Association's Traffic Bureau. The Motor Truck Club was represented by George H. Duck its president.

Mr. Chandler presented facts and schedules in support of the assertion that discrimination against motor vehicles is practised by the ferries. He pointed out that the same kind of vehicles travel on practically all of the Hudson River ferries so that there would appear no good reason why tariff schedules should not be uniform. Instead of this motor trucks are rated according to length on one ferry and according to tonnage on another. He asked that a uniform system of rating be established.

Mr. Chandler made it clear that this Association was attacking no particular rate and advocating no special basis of charges. He said that all The Association urged was a readjustment so that tariffs would be reasonable and not discriminatory.

"The rates charged on automobile trucks appear to be entirely out of line when compared with the rates on hordrawn vehicles of the same weight and capacity," he said. "Generally speaking, the horse-drawn vehicle will take up more room on the ferry boat than the automobile truck. The automobile truck quickly unloads itself on the one hand, while on the other, it is customary for the ferry company to provide winches to assist horse-drawn vehicles at low tide.

"While it is true that the automobile truck may carry heavier loads than the horse-drawn trucks, it is also true that horse-drawn trucks, particularly where the haul to and from the ferry is short, are frequently loaded as heavily, if not heavier, than the automobile truck is loaded on the average. Beer wagons, which are ordinarily drawn by very heavy horses, will take up more space than a 3-ton automobile truck and yet the automobile truck is charged a higher rate.

"On the Central Railroad of New Jersey a timber vehicle 40 feet long exclusive of the horse, which must be not less than 10 feet more, making 50 feet in all, is charged 5 cents less than a 15-foot automobile truck light. A one-horse timber truck 40 feet long, loaded, is charged the same as a 15-foot automobile truck loaded. A two-horse 30-foot timber vehicle loaded will be taken for the same rate as a 15-foot automobile truck. A 29-foot automobile truck light is charged more than a 60-foot one-horse timber truck which would occupy not less than 70 feet on the boat. A two-horse 50-foot tim-

ber truck loaded is charged no more than a 29-foot automobile truck loaded. The same discriminations appear in substantially all of the tariffs.

"The contention of The Merchants' Association is that all rates should be fair and non-discriminatory. It is the discrimination against the automobile truck with which we find fault. There is no doubt but that eventually the motor vehicle will supplant to a very great extent the use of horse-drawn vehicles, and the tariffs of the various ferry companies should be so constructed as to make proper provision for this class of conveyance, and the rates should be so adjusted as to encourage, rather than discourage, the use of the motor car."

Mr. Marvin and Mr. Duck endorsed what Mr. Chandler had said. At the request of Mr. Hunter, Dock Commissioner Smith adjourned the hearing in order to give the carriers an opportunity to study the exhibits that were submitted. It is probable that another hearing will be held within a fortnight at which the carriers will propose a uniform basis of rating.

A supply of the charts prepared by Mr. Chandler of the Traffic Bureau of the Merchants' Association, such as the one filed with Dock Commissioner Smith, showing discrimination in ferriage rates for motor trucks, has been prepared by the Traffic Bureau and these will be furnished upon application to members interested. They show a comparison of rates charged on motor vehicles with those charged on horse-drawn vehicles of the same class.

WANTED

Experienced furniture, piano, safe and machinery mover and rigger would like position as manager or foreman. Has conducted similar business of his own for 15 years. For reference and particulars address E. W. D. care THE TEAM OWNERS' REVIEW, Westinghouse Building, Pittsburgh, Pa.

Beecher Draft Spring Co.,

New Haven, Conn.

Write for Catalogue.

"MAN'S MECHANICAL HUMANITY TO THE HORSE"



THE BEECHER SAFETY DEVICE.

CONVENIENT, DURABLE,
PRACTICAL.

Manufacturers of Open Link, Rope Traces, and Lap Loop

PLEASE MENTION THE TEAM OWNERS' REVIEW, WHEN WRITING TO ADVERTISERS.

Transfer, Warehouse and Storage Companies' Directory

ATLANTA, GA.

Morrow Transfer & Storage Company,

STORAGE AND HAULING.

Members of A. W. A. and N. Y. F. W. A.
26 West Alabama Street.

BOSTON, MASS.

"WE MOVE EVERYTHING"

R. S. Brine Transportation Co.

48 India Street.

Trucking, Forwarding and Rigging.

BROOKLYN, N. Y.

PIONEER

FIREFPROOF STORAGE

WAREHOUSES

GEO. H. SHEPHARD,
General Manager.

GEO. F. SHEPHARD,
Traffic Manager.

37 to 52 Flatbush Avenue.

Storage for Household Effects, Automobiles, etc. Packing and Shipping to all parts of the World. Rug and Carpet Cleaning. Motor and Horse-Drawn Vans. Fire and Thief-Proof Vaults for Valuables.

BUFFALO, N. Y.

The Buffalo Storage & Carting Company.

Unsurpassed Facilities for Storing, Handling, Transferring and Forwarding Goods.

O. J. Glenn & Son

Everything in the Line of Moving,
Carting, Packing, Storage.
Office, 47 W. Swan Street.
Buffalo, N. Y.



Niagara Carting Company

223 Chamber of Commerce.

GENERAL CARGAGE & STORAGE

Transferring Car Loads a Specialty.

CANTON, O.

Cummins Storage Company

310 East Ninth Street.
STORAGE, DRAYING, PACKING AND
FREIGHT HANDLING A SPECIALTY
Unsurpassed Facilities for Handling Pool Cars

CHICAGO, ILL.

Trans Continental Freight Co.

Forwarders of Household Goods, Machinery and Automobiles.

Reduced Freight Rates to and from all principal points west.

General Office, 203 South Dearborn Street, New York Office, 29 Broadway, Boston Office, 1004 Old South Building.

Bekins Household Shipping Co.

Reduced Rates on
Household Goods, Automobiles and
Machinery.

General Office, 33 So. Dearborn St. Chicago, New York, 290 Broadway; Boston, 437 Old South Building; Buffalo, 357 Ellicott Square; Cincinnati, 62 Plymouth Building.

CLEVELAND, O.

The Fireproof Storage Co.

5700 EUCLID AVENUE.

Most complete facilities for Moving, Packing and Storage of Mechanical and Household Goods. Special attention to carload consignments.

DENVER, COL.

THE WEICKER

TRANSFER AND STORAGE CO.
Office 1017 Seventeenth Street.
New Fireproof Warehouse on Track
1447 to 51 Wynkoop Street.
Storage of Merchandise and Household Goods.
Distribution of Car Lots a Specialty.

DETROIT, MICH.

Lewis Truck & Storage Co.

52-54 Bates Street
SAFES, MACHINERY AND
GENERAL TRUCKING

The Reading Truck Co.

Office and Warehouse, Sixth and Congress Sts.

GENERAL CARGAGE AGENTS.
For Wabash and Canadian Pacific Railways.
Superior Facilities for Hauling and
Erecting All Kinds of Machinery.

Riverside Storage & Cartage
Company
51 CASS STREET.

DES MOINES, IA.

Merchants Transfer & Storage
Company

WAREHOUSEMEN AND FORWARDERS
General Office - - - - - Union Station

EL PASO, TEX.

WESTERN TRANSFER & STORAGE COMPANY

518 SAN FRANCISCO ST.
Forwarders and Distributors—Trucking of all kinds—Distribution cars a specialty.
Warehouse on Track

ERIE, PA.

The Erie Storage & Carting
Company

Packers of Planes and Household Goods,
Storage, Carting and Parcel Delivery.
Warehouse Siding, switching to all lines

TRANSFER, WAREHOUSE AND STORAGE COMPANIES' DIRECTORY—CONTINUED**FORT WAYNE, IND.**

Brown Trucking Company
**MOVING, CARTING, STORAGE
AND DISTRIBUTING**
 125 West Columbia Street.

FORT WORTH, TEX.

Binyon Transfer & Storage
 Company.

Front and Throckmorton Streets.
 Receivers and Forwarders of Merchandise.
 Furniture Stored, Packed and Moved.
 Hauling of Safes, Machinery and Freight a
 Specialty. Telephones 187.

HARTFORD, CONN.

The Bill Brothers Company
TRANSFER AND STORAGE

Special Facilities for Moving Machinery, Safes,
 Furniture, pianos, etc. **STORAGE WARE-**
HOUSES with separate apartments for Household Goods, and Railroad Siding for Carload Shipments.

HELENA, MONT.

Benson, Carpenter & Co.
RECEIVERS & FORWARDERS
 Freight Transfer and Storage Warehouse.

HANDLING "POOL" CARS A SPECIALTY.
 Trackage Facilities.

HOUSTON, TEX.

WESTHEIMER
 WAREHOUSE COMPANY
 STORAGE & DISTRIBUTING

Fireproof Warehouses. Separate Locked Rooms

JAMESTOWN, N. Y.

DONELSON TRUCKING &
 STORAGE CO.,
 FACILITIES FOR PACKING, SHIPPING,
 MOVING AND STORING
 HOUSEHOLD GOODS.
 Machinery, Safes, Etc., Moved—MOTOR VANS

LEOMINSTER, MASS.

W. K. MORSE
 LIGHT AND HEAVY TRUCKING
 OF ALL KINDS
Office and Stables, rear 88 Mechanic Street.
 Residence, 147 Whitney Street.

MANSFIELD, O.

COTTER
 TRANSFER & STORAGE
 COMPANY
 GENERAL HAULING & STORAGE

MILWAUKEE, WIS.

Kinsella Transfer Company
 617 Clinton Street

**WE MOVE EVERYTHING.
 ALL KINDS OF TEAMING**

**THE UNION TRANSFER
 COMPANY.**

Freight-Teaming, Shipping and Receiving Agents. Warehousing and Storage.

OFFICE, 107 REED STREET.

"We Deliver the Goods."

MINNEAPOLIS, MINN.

CAMERON'S
 Transfer & Storage Company

708 Hennepin Avenue.
 Unsurpassed facilities for Storing, Handling, Transferring and Forwarding Merchandise and Household Goods.
 Fireproof Storage.

MONTREAL, CANADA

Meldrum Brothers, Limited
 Cartage Contractors
 Established 1857
 Office 32 Wellington Street.
 Unexcelled facilities for the teaming of car load, steamship importations and heavy merchandise.

NEW LONDON, CONN.

B. B. GARDNER, ¹⁸ BLACKHALL
 STREET
 PIANO AND FURNITURE
 PACKER, MOVER & SHIPPER
 Safe Mover—Freight and Baggage Transfer.
 STORAGE.

NEW YORK CITY.

The Meade Transfer Company

General Freight Forwarders

Transfer Agents of the
 Pennsylvania R. R. and Long Island R. R.
 Main Office, P. R. R. Pier, 1 N. R.

West End Storage Warehouse

202-210 West Eighty-Ninth St.,

Moving, Packing and Shipping, Storage
 Warehouse and Silver Vaults.

NEW YORK CITY.

Metropolitan Fire Proof

Storage Warehouse Company

39-41 West Sixty-Sixth St.

STORAGE, CARTAGE, PACKING.

OIL CITY, PA.

Carnahan Transfer & Storage
 Company

STORAGE AND PACKING

PIANO MOVING A SPECIALTY.

PITTSBURGH, PA.

Haugh & Keenan
 Storage & Transfer Company,
 Center and Euclid, East End.
 PITTSBURGH, PA.

MURDOCH STORAGE &
 TRANSFER COMPANY,

Successor to

W. A. Hoevler Storage Company,
 Office and Warehouses

546 NEVILLE STREET, PITTSBURGH, PA.

**TRANSFER, WAREHOUSE AND STORAGE COMPANIES' DIRECTORY.
CONTINUED.**

LET US MOVE YOU
Packers, Movers, Shippers and Storers of
Household Goods.
Sherry Transfer Company
GENERAL HAULING.
Office 630 Penn Avenue, PITTSBURGH, PA.
Bell Phone 2981 Grant.
P. & A. Phone, 809 Main.

Weber Express & Storage Co.
4620 Henry Street
Moving, Packing and Storing | GENERAL
of Furniture and Planos | HAULING

**J. O'NEIL, EXPRESS AND
STORAGE**
813 W. Diamond Street, Northside.
Unsurpassed Facilities for Stor-
ing, Handling, Transferring
and Forwarding Goods.

UNION STORAGE CO.,
Liberty and Second Ave.,
GENERAL, COLD AND BONDED STORAGE
TRANSFERRING AND FORWARDING.

PORLAND, ME.

Chase Transfer Company
General Forwarding Agents
Eastern Steamship Company, Maine Steamship
Company, Grand Trunk Railway.
Special attention to Carload Consignment.

PORLAND, ORE.

Northwestern Transfer Co.
64 and 66 Front Street
GENERAL FORWARDING AGENTS

Special Attention Given to Pool Cars

ROCHESTER, N. Y.

Rochester Carting Company,
164 ANDREWS STREET.
Movers of Pianos and Household
Furniture.

PLEASE MENTION THE TEAM OWNERS' REVIEW, WHEN WRITING TO ADVERTISERS.

ST. LOUIS, MO.

Columbia Transfer Company
Special attention given to the
distribution of car load freight.
Depots: St. Louis, Mo., and East St.
Louis, Ill.

FOR SALE
a well known, profitable
**STORAGE and
TRANSFER PLANT**
located in the middle west.
One worthy of the invest-
igation of any operator.

C. D. RENNIKS,
Topeka, Kansas.

USE THIS NOW



PREVENTS LAMENESS.

100 lbs-\$3.00. 500 lbs-\$10.00

W. D. CARPENTER CO.
Syracuse, N. Y.

**To Members of The National Team
Owners' Association.**

The National Team Owners' Association needs money to help it carry on the fight for tailboard delivery which is going to benefit every man whose business is the transfer of freight, whether he is a member of the National Association or not.

You will read elsewhere in this issue, how contributions were made at the Pittsburgh Convention and how THE TEAM OWNERS' REVIEW offered to give to the National Association dollar for dollar of the money received for new subscriptions sent in by members of the National Association.

There are a few members of the National who are not subscribers to THE TEAM OWNERS' REVIEW and each member of the National has friends who are not members but should be getting the paper in order to get them interested in the Association.

A few minutes talk with these friends will mean subscriptions which THE TEAM OWNERS' REVIEW will be glad to have and money which will help the National Association.

A dollar here and there mounts into big money when gathered together. If each member of the National Association should get one new subscriber for THE TEAM OWNERS' REVIEW there would be \$1,000 turned in to the National Association's treasury. There is little effort and much benefit to such work as this. You are helping the National Association; you are helping your friends by getting them interested in an up-to-date paper, and you are helping yourself directly for you are helping THE TEAM OWNERS' REVIEW to become a bigger and better paper. You can do all this in a few minutes' conversation. Why not begin now? Set your aim at at least two new subscribers. Many of you can get more than that.

**PRACTICAL, SANITARY
AND WELL VENTILAT-
ED STABLES INCREASE
THE WORKING CAPAC-
ITY OF YOUR HORSES.**

**ALFRED HOPKINS,
Architect**

Expert on stable con-
struction and ventilation.

101 Park Ave., New York City.



A Dump Wagon For $\frac{1}{3}$ Usual Cost

An Everett Portable Dumping Box placed on your wagon will give you a Quick Dumper that will handle sand, gravel, stone, ashes or anything else. May be used as a spreader if desired.

No Time Lost at Dump

Just a slight stroke of heel and load is gone. No need to even stop team. Bottom easily closed by foot lever. Locking device makes accidental dumping impossible. Load distributed evenly between front and rear axles makes easy draft.

Lasts for Years

Box made of selected Long Leaf Yellow Pine. No complicated parts to break or get out of order. Steel truss supporting bottom crosswise, absolutely prevents sagging. Bottom always comes up tight and even. Reach protected from end to end.

Satisfaction Guaranteed

Money returned if not all we claim. Write today for illustrated literature, containing complete description, prices and testimonials. Address

Everett Manufacturing Co.,
39 Lake Street, Newark, N. Y.

Columbia Antiseptic Healing Powder



cures sores of any kind on man or beast. A fine, white powder with wonderful healing properties.

Write and ask us how to obtain our Ivory Finish Statuette of a Horse.

The F. C. STURTEVANT CO.,
243 State Street, Hartford, Conn.

If you do not use Eagle Dump Wagons, we both lose money. Address.



THE EAGLE WAGON WORKS,

Auburn, N. Y.

PLEASE MENTION THE TEAM OWNERS' REVIEW, WHEN WRITING TO ADVERTISERS.

Do You Need A Jack?

Kelly's Albany Jack is one of the best on the market and the price within the reach of all.

Send for price list to-day.



FERGUSON ALBANY

L. J. KELLY MFG. CO.
Albany, New York



P. F. BURKE
DAMRELL & SONS, SO. BOSTON, MASS.
MANUFACTURER OF

PATENT STEEL TOE CALKS

BLUNT AND SHARP
ALSO BURKE'S IMPROVED.

HORSE SHOERS' FOOT WIZE DIES FOR WELDING SHARP CALKS

Second Edition of MOHUN ON WAREHOUSEMEN Just Out.

Write

**THE TEAM OWNERS'
REVIEW**

Westinghouse Building,
Pittsburgh, Pa.

CORONA WOOL FAT

FOR HORSES' FEET



THE BARN BOSS SAYS—Gentlemen: We have been using Corona Wool Fat on our horses' feet for the past four years and are highly pleased with results, and would not want to be without this hoof ointment which keeps the hoof soft and in a healthy condition. Very truly yours, MORRIS PACKING COA., per A. B. McLaren, Barn Boss.

CORONA WOOL FAT IS EXTRACTED FROM THE WOOL OF THE SHEEP, and is readily absorbed by the hoof. It is the only compound ever produced for the relief of Hard and Contracted Hoof, Quarter Crack, Split Hoof, Speedy Crack, Wire Cuts or Wounds. The horse with a good sound hoof gives better service, and CONSUMES LESS FEED than the animal with hard feet. WHY? Because with sound hoofs he does not waste nervous energy which must be supplied through the feed box.



Before and After
Using Corona.

We will send any horse owner, prepaid parcels post, a \$3.00 pail of Corona Wool Fat for a 20 day test. If satisfactory, send us \$3.00 plus one-half of the postage required to mail it.

If not satisfactory, write us, and it costs you nothing. All we ask is that you USE Corona Wool Fat consistently, and we agree to abide by your verdict.

**DO IT NOW—ORDER TO-DAY BEFORE
YOU FORGET IT.**

The Corona Mfg. Co.,

No. 111 Corona Block, KENTON, OHIO.

Two men delivered 17 pianos in one day with this truck.



W. T. SLEIGHT MFG. CO.,

303 Wulsin Building,

Indianapolis, Ind.



COLIC Colt's Colic Compound

Has years of satisfactory results back of it.

Used internally for, **Colic,**
Cramps, Dysentery, etc.

It Stops Inflammation
Satisfaction or your money back.



Used externally for,
Collar and Saddle Galls,
Burns and Cuts.

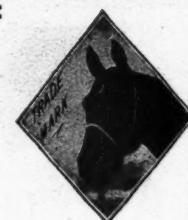
If your dealer does not carry it, order
direct today.

Price, \$1.50 per bottle, 6 bottles for \$7.50. Express prepaid

Colt's Remedy Company

307 East 79th St., - - -

NEW YORK CITY



A TREATISE on the Horse- FREE!

We offer free this book
that tells you about many
of the diseases afflicting
horses and how to treat
them. Call for it at your
local druggist's or write us.

KENDALL'S SPAVIN CURE

is a safe and reliable remedy. It will cure Ringbone,
Splint and other bony enlargements. It is also a re-
liable remedy for Curbs, Sprains, Bruises, Cuts and
Lameness. It does the work safely at small expense.
Read what James M. Thompson, Farm Mills, B. C., writes:
"Would you kindly send me your book on Spavin? I have a
Veterinary book, which I paid \$5.00 for, but I believe I can get
more satisfaction out of Kendall's Treatise on the
Horse. I gave the book you sent me before to another
horse and he is well now."

And Mr. Wm. Booth, of Gravette,
Ark., writes:

"Your book is worth \$5.00 if only used
as an aid in locating lameness. Shoulder
lameness is the most difficult for an
inexperienced person to locate. Your book
is easy, however, with the help
of your book."

Kendall's Spavin
Cure is sold at the
uniform price of
\$1.50 per bottle or
6 bottles for \$7.50.
If you cannot get
it or our free book
at your local druggist,
write us.

DR. B. J. KENDALL COMPANY
Enosburg Falls, Vermont, U. S. A.

KENDALL'S
IS HORSE
INSURANCE

Good Books for Team Owners

Modern Blacksmithing, Rational Horseshoeing
and Wagon Making, by J. G. Holmstrom,
cloth binding, 200 pages, illustrated, sent
postpaid \$1.00

Scientific Horse, Mule and Ox Shoeing, by J. G.
Holmstrom, cloth, standard work, sent post-
paid \$1.00

McClure's American Horse, Cattle and Sheep
Doctor, by Robert McClure, M. D. V. S.,
Professor Veterinary College, Philadelphia;
415 pages, fully illustrated, cloth, sent post-
paid \$1.25

Gleason's Training Made Easy, by O. H. Gilson,
V. S., cloth, sent postpaid 50c
Every team owner should study them.

These books can be had by writing THE TEAM
OWNERS' REVIEW, Westinghouse building, Pitts-
burgh, Pa.

Enclose postal order, checks, cash, drafts or postage
stamps, and these books will be mailed to your address.

The Team Owners' Review
Westinghouse Bldg. Pittsburgh, Pa.

For
TRUCK COVERS



For
HORSE COVERS

KEEP YOUR MERCHANTISE AND HORSES DRY

"BAYONNE" is the only PERMANENT waterproofing process.

Ask your dealer to show you labeled samples or tagged rolls marked thus:



Fabric 1287-Color O-107-X Yellow-recommended for truck covers. Remains soft and pliable.



Fabric 1004-Color H-167-X Brown for Horse covers. See also J B & Co TAN-CO.

Compare BAYONNE treated materials with what you have been using, both as to price and quality. Durability is the final test of cost.

If your dealer will not supply BAYONNE WATERPROOF CLOTH COVERS, write us and we will give you names of manufacturers in your locality who will do so.

JOHN BOYLE & CO., Inc. (Established 1860)

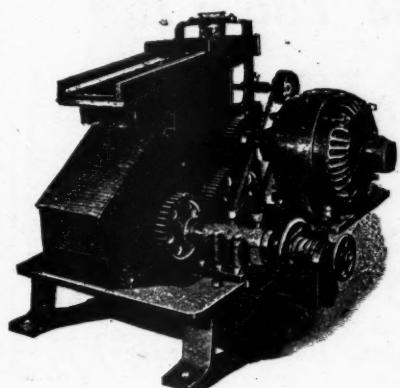
Main Office: NEW YORK—Branch House: ST. LOUIS—Waterproofing Works: BAYONNE, N. J.
The largest manufacturers and dealers in COTTON DUCK and AWNING MATERIALS in the U. S.

MANUFACTURERS OF



FOR THE TRADE.

The Bell Oat and Corn Crusher Pays for Itself



The testimonial letter below is only one of many expressions of satisfaction received from users of "The Bell".

GUY E. TRACY,
Buffalo, N. Y.

Buffalo, N. Y., Sept 26, 1912.

Dear Sir—We are sorry we were so skeptical about taking over your Oat Crushing Machine, for the reason that our experience has been in the past unsatisfactory with machines of this nature. Since installing your machine, which has been in commission for the past six months, we have been saving about \$1.50 a day over our previous expense for up-keep of horses alone. We find that our horses are in better shape by using the Crushed Grain and we are only too pleased to recommend the machine to anyone who has use for such a device.

Yours truly,
KNOWLTON WAREHOUSE CO.

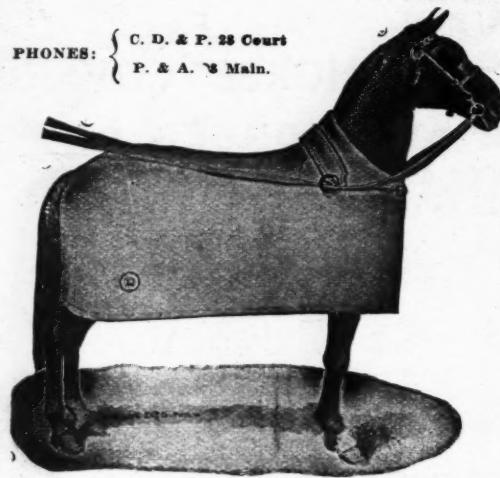
Send for our catalogue or call up one of our branch agencies. Give us a chance to prove to you that "The Bell" will not only pay for itself by saving 15% of your feed bill but will also increase the working capacity and market value of your horses.

W. L. McCULLOUGH CO., Ypsilanti., Mich.

AGENCIES.

Frank R. Blake Supply Co., 79 Portland St. Boston, Mass.	A. J. Stoltz, 329 Clinton St.	Milwaukee, Wis.
J. B. Hardebeck 166 N. Clinton St. Chicago, Ill.	I. W. Perry, 1008 Dillon St.	St. Louis, Mo.
W. C. Young, 916 Arch St. Philadelphia, Pa.	Sam V. Thompson, 3213 East 6th St. ... Kansas City, Mo.	
Guy E. Tracy, 225 Fidelity Building Buffalo, N. Y.	Twin City Oil Co., Ltd.	Berlin, Ont., Canada

PHONES: { C. D. & P. 28 Court
P. & A. 8 Main.



We are
The Original and Only
Manufacturers of the
famous

STAG BRAND WATERPROOF
HORSE
- - - AND - - -
WAGON
COVERS.

FOR SALE BY ALL LEADING SADDLERS
THROUGHOUT THE UNITED STATES.

Pittsburgh Waterproof Co.

435 Liberty Street, PITTSBURGH, PA.

"Let's Give You a Lift"

Why handle your Pianos in the old, clumsy,
cumbersome way, when

BREEN'S DERRICK

Will do it Better, Quicker, Cheaper



It is a device that is known to team owners all over
the country, and all the wise ones use it. Write for
our catalogue and let us tell you about it.

WILLIAM H. BREEN, 231 Rutherford Avenue, Boston, Mass.

AIR CUSHION PADS



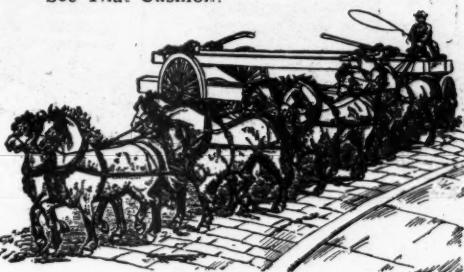
Rubber Horse - Shoe

made to meet all HORSE conditions

No Lameness No Slipping

Write us

See That Cushion?



Revere Rubber Co. Sole Mfrs. Chelsea, Mass.

Branches:

Boston New York Pittsburgh Chicago San Francisco



PERFECT SAFETY DRIVING OVER ANY STREET PAVEMENT WITH

Order by "NAME."



See That Cushion?



AJAX

Heavy Heels, Leather Back.

DON'T PAY FREIGHT ON TRASH.

THERE IS NO ? QUESTION BUT WH ? AT EXCELLO EXCELLS.

AND THE

EXCELLO FEED MILLING COMPANY ST. JOSEPH, MO.

GUARANTEE EVERY SACK OF FEED TO BE AS THEY REPRESENT THEM. The largest team owners in Philadelphia, are large handlers and users of EXCELLO HORSE FEED.

We would be pleased to receive and answer any and all inquiries concerning our feeds.

We Manufacture:

EXCELLO HORSE FEED
EXCELLO DAIRY FEED

EXCELLO MOLASSES FEED
EXCELLO CATTLE FEED

Not the "CHEAPEST" but the "BEST".

PLEASE MENTION THE TEAM OWNERS' REVIEW, WHEN WRITING TO ADVERTISERS.



A Special Invitation

to Every Manufacturer, Sales Manager, Advertising Man, Trade Paper Editor and Publisher in the Country

REGARDLESS of what your interest in trade journals may be, you are, in one way or another, a partner in the development of business building and business expansion through the medium of the business Press. Any advance in trade journalism is of more than pocket-book interest to you. That your individual influence may be recorded—that you may add the light of your experience to that of the notable technical, class and trade journal editors and publishers in the country—you should cross three red-letter days on your desk pad and attend the

9th Annual Convention of The Federation of Trade Press Associations at the Congress Hotel, Chicago, Sept. 24, 25, 26

Business Building Through the Business Press

For Further Information Address

E. R. SHAW, Chairman Committee on Arrangements

537 South Dearborn Street, Chicago.

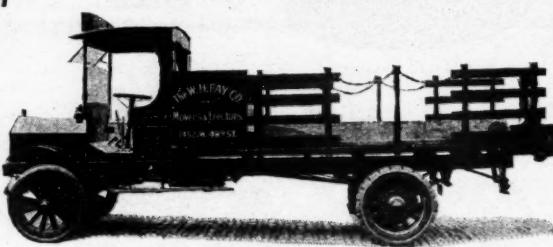
THE FEDERATION OF TRADE PRESS ASSOCIATIONS.

F. D. PORTER President Chicago.
JOHN CLYDE OSWALD, Vice-Pres New York
E. E. HAIGHT, Sec'y-Treas. Chicago.

PLEASE MENTION THE TEAM OWNERS' REVIEW, WHEN WRITING TO ADVERTISERS.

STANDARD

WHEN YOUR HORSES ARE RENDERED USELESS BY THE HEAT OF DOG DAYS do not replace them with more horses but follow the example of W. H. Fay of Cleveland, President of the National Team Owners' Association and put in a STANDARD OF OHIO motor truck.



A postal card to us will bring a copy of our recently issued catalogue, giving you full information on STANDARD OF OHIO trucks and many pointers on how motor haulage may be made most efficient.

**The STANDARD MOTOR TRUCK COMPANY
(OF OHIO)**

Factory and main office, WARREN, OHIO.
Sales Offices, 1824 Euclid Ave., CLEVELAND O.

"AJAX" BREAST CHAIN

Most humane chain ever used. Avoids constant jerking and prevents sore necks. Try one and you will use no other.



MADE IN 28, 30, 32 36 INCH

For sale by all jobbers.

**STANDARD CHAIN COMPANY
PITTSBURGH, PA.**

The NAIL of All NAILS

which best meets the Horse Owner's requirements is "The Capewell"



Shoers can use smaller sizes and get better results with "Capewell" nails because they have half again the tensile strength of any other nail.

The Best Nail At a Fair Price—

not the cheapest regardless of quality. All horseshoers can afford "The Capewell."

What you pay for shoeing entitles you to the world's best nail. It's best for the hoofs of your horses and saves you unnecessary shoeing bills.

No nail is a "Capewell" unless it has the check mark on the beveled face of the head. Look for it—our trade mark.

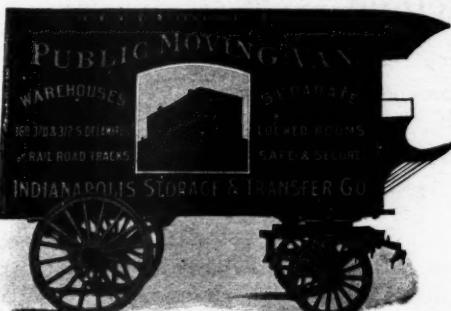
The Capewell Horse Nail Co.

Hartford, Conn., U. S. A.

Largest Makers of Horse Nails in the World.

Established in 1866.

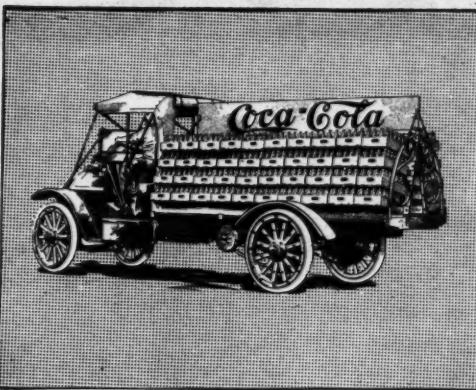
Transfer and Delivery Wagons



Soon show the kind of material that has been put into them. Our wagons are carefully constructed with the very best material and workmanship. All lumber used in constructing our wagons is air seasoned. We guarantee the durability of our wagons and they will stand the wear and tear to which this class of vehicles is subjected. Write to-day for our catalogue. Do it now.

KOENIG & LUHRS WAGON CO.
QUINCY, ILL.

PLEASE MENTION THE TEAM OWNERS' REVIEW, WHEN WRITING TO ADVERTISERS.



FEDERAL Truck in the service of Coca-Cola Bottling Co., Tampa, Fla.

FEDERAL MOTOR TRUCKS

Less Investment—And a Saving of One-Half in Delivery Expense

That's what Federal trucks have meant to dozens of concerns in the express, bus and transfer business.

A Federal will cover territory that horses can't reach; it will do as much work, on the average, as three teams; and it's in service all the time. Weather or temperature don't affect it.

Write for the Special Report of our Traffic Engineer on delivery costs and conditions in your line. It's **free**—and it's the most complete report of its kind ever produced.

Federal Motor Truck Co.

134 Leavitt Avenue

Detroit, Michigan.

Molassine Meal

MADE IN ENGLAND



A scientific feed made under a patent formula, backed by 20 years of unbroken success with farm, team and truck horses—trotters, brood mares and colts. A feed with a distinct, individual value.

Made by a special prepared process which produces a feed absolutely unlike anything in the world.

For 20 years it has watched imitators come and go, yet today Molassine Meal is the one and only feed of its kind that will produce the results claimed.

COLIC and INDIGESTION

kill an enormous number of horses every year. Eliminate these diseases and a great loss is saved. Molassine Meal prevents colic and indigestion.

The Leading Veterinary in Lawrence, Mass., Says

Dear Sirs:—I have recommended Molassine Meal for horses that were off their feed and for bowel complaint, worms, etc., and it has proven satisfactory. I have given a thorough trial in my own stable and the results are very satisfactory. I think it well worth the consideration of any man who has horses, if they feed as you direct.

(Signed)

Very truly yours, DR. GEO. S. FULLER.

Caution to Horsemen!

*Insist on having Molassine Meal, as nothing else will take its place.
Look out that dealers don't give you some other feed*

You need have no fear about its keeping qualities, it has no "expiring date" when it ceases to be good—MOLASSINE MEAL gives satisfaction 12 months in the year.

Nothing takes the place of Molassine Meal, it is not to be fed alone, but is always fed with your regular ration.

Feed three quarts per day to each horse in place of the same quantity of other fodder.

We have a new Horse Book—drop us a postal card for it.

Our illustrated Souvenir Book is also worth sending for

Look for this Trade Mark on every bag.



"MOLASSINE MEAL" is put up in bags containing 100 lbs. Ask your Dealer for it or write direct.

MOLASSINE COMPANY OF AMERICA 324 Board of Trade, **Boston, Mass.**

St. John

Montreal

Toronto

Winnipeg

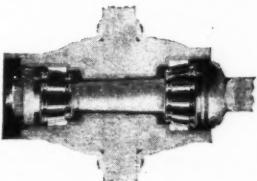


THE TEAM OWNERS' REVIEW



Talk with the Man Who Hauls on Timkens

Your wagon builder can easily put Timken Roller Bearing Axles under any old or new wagon for you. No special hubs or wheels are required. For your convenience we give below a list of our agents who can supply Timken Roller Bearing Axles. Write nearest agent or factory at Canton, Ohio, for information.



Moore Hardware & Iron Co., Denver, Colo.
L. L. Ensworth, Hartford, Conn.
C. S. Mersick, New Haven, Conn.
Win, Lindemann & Sons, Detroit, Mich.
E. Scott Payne Co., Baltimore, Md.
Nichols, Dean & Gregg, St. Paul, Minn.
Minneapolis Iron Store Co., Minneapolis, Minn.
W. T. Crane Carriage Hardware Co., Newark, N. J.
Gray Brothers, Seattle, Wash.
Meyer Wagon Works, Buffalo, N. Y.
Cook Iron Store Co., Rochester, N. Y.
Heavy Hardware Co., Toledo, Ohio
Hardware & Supply Co., Akron, Ohio
Wilkinson & Kompass (Agents for Canada)
Hamilton, Toronto, Ont., Winnipeg, Man.
Lyle Brothers, Pittsburgh, Pa.
Stichter Hardware Co., Reading, Pa.
Shadbolt & Boyd Iron Co., Milwaukee, Wis.
Scovell Iron Store Co., San Francisco, Cal.
Waterhouse & Lester, San Francisco, and Los Angeles, Cal.
G. B. Schulte & Sons, Cincinnati, Ohio
John Immel & Sons, Columbus, Ohio
Ft. Wayne Iron Store Co., Ft. Wayne, Ind.
Jacob Gerhab Hardware Co., Philadelphia, Pa.
C. D. Frank & Co., Charleston, S. C.
P. R. Rowan & Sons, New Orleans, La.
Beck & Corbitt, St. Louis, Mo.
L. J. Kingsley, Binghamton, N. Y.
Western Metal Supply Co., San Diego, Cal.
Union Hardware & Metal Co., Los Angeles, Cal.

A valuable little book No. O-11 entitled "Making Horse Haulage More Profitable" will help you solve your hauling problems. Write for it today. Sent free, postpaid, on request.

Find out for yourself what his teams *actually* do, how many trips each make in a day, the number of pounds they haul and what it costs.

Compare these figures with the work done by *your* teams, under the same conditions, and you will be surprised at the difference.

In spite of the fact that his equipment is apparently no better than yours he hauls bigger loads, makes more trips and earns more money.

That sounds like a startling statement but it's true. If you doubt it we urge you to "Talk with the man who hauls on Timkens!" Ask him point blank why his wagons and trucks ride on

TIMKEN ROLLER BEARING AXLES

A careful comparison of delivery costs of a number of team owners shows that it costs approximately 50 cents per ton to deliver goods and a team averages six trips a day.

A two-horse team hauling two tons per load on common axles can easily haul three tons if the wagon is equipped with Timken Roller Bearing Axles. Here is a direct saving of \$3.00 per day.

Then there are other savings. Much less oil is required, two or three times a year is often enough to oil Timken Axles. This not only saves oil but saves your barn man's time.

Because friction is almost nothing, wear is almost nothing, too, and what little wear does come after thousands of miles of travel, can be taken up in the bearings by a simple adjustment that makes them as efficient as when new.

Hot boxes are impossible, with their damage and delays on the road. Greasy hubs are done away with. So is "chuck" that racks even the best of wagons. The axles are fool-proof and trouble-proof, require very little care and are guaranteed for two years.

THE TIMKEN ROLLER BEARING COMPANY
CANTON, OHIO

New York Branch, 1999 Broadway
Chicago Branch, 1347 South Michigan Avenue

There is just one quality of Timken Bearings whether for wagons or motor cars



A NEW AND IMPROVED HYDRAULIC HOIST FOR PACKARD DUMP TRUCKS

ELEVATES A SIX-TON LOAD IN 18 SECONDS; THE
BODY MAY BE LOWERED AGAIN IN 12 SECONDS

The new Packard Hydraulic Hoist is built to give a 45 degree dumping angle for the dumping of sand, gravel, coal, brick, etc., and a 55 degree angle for the dumping of asphalt and other sticky substances.

The body and load can be raised, lowered or held stationary at any angle without possible damage to the mechanism.

The new hoist is simple in design, light in weight (less than 600 pounds), and is practically fool-proof. All working parts are encased and run in oil, eliminating the possibility of grit entering the mechanism. The hoist can be operated by the driver without shifting his position at the wheel.

ASK THE MAN WHO OWNS ONE

The Barber Asphalt Paving Company, of Philadelphia, recently put six of the six-ton Packard dump trucks into their Chicago service.

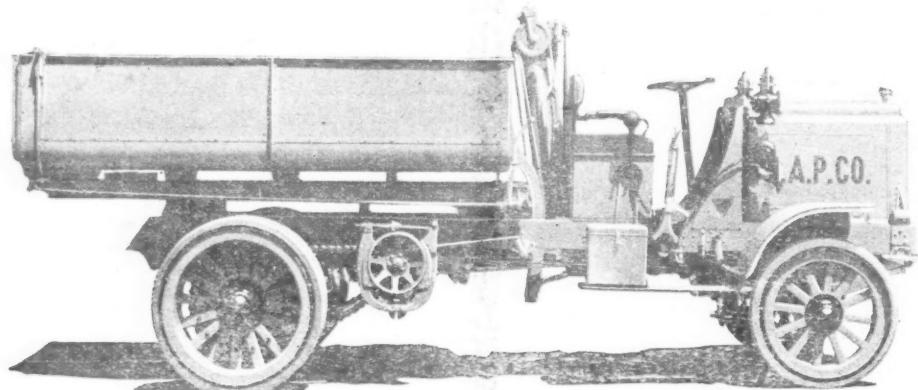
After exhaustive tests the Barber Company found that the 55 degree dumping

angle, together with the tapered body constructed of one-half inch of sheet asbestos between two shells of heavy sheet steel, assured a quick, positive, clean dump of hot asphalt. This was not possible with other designs.

PACKARD MOTOR CAR CO., DETROIT

LINCOLN HIGHWAY CONTRIBUTOR

LICENSED UNDER KARDO PATENTS



Successful Contractors in 66 Cities Are Operating Packard Trucks